HARDWARE AND METAL

Vol. XXIX
No. 40

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THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

October 6
1917

Our Trade Mark

A Guarantee "DOMINION" Quality Of

IRON and STEEL

Bars, Hoops, Angles, Plates, Beams, Channels, Tees, Pig Iron and Ferro Alloys

SHEET METALS

Tin, Terne and Canada Plates, Cold Rolled Strips, Polished Sheets, Sheet Zinc, Copper & Aluminum

INGOT METALS

Tin, Copper, Lead, Zinc, Antimony, Aluminum, Etc.

FIRE BRICKS & CHEMICALS

A.C. LESLIE & CO. Limited
Montreal

GOODELL-PRATT

1500 GOOD TOOLS

NON-BREAKABLE

It's All-Steel

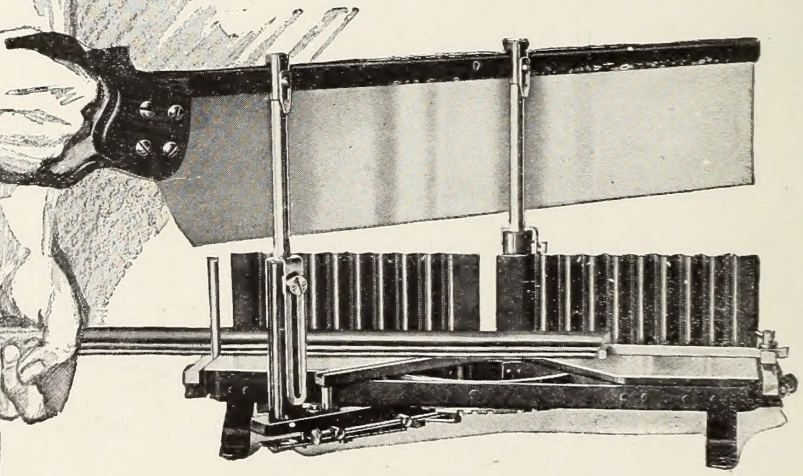
How would you like to handle a Mitre Box that will not break; one that does not need repairs; a box that is strong and accurate, attractive in appearance; one that has many special features and is being pushed by forceful and effective advertising?

There is only one Mitre Box that answers all these requirements. That is the Goodell. Every single piece used in its construction is steel. It is made in all the best selling sizes, both with and without saws. The prices of these Mitre Boxes are reasonable.

GOODELL-PRATT COMPANY

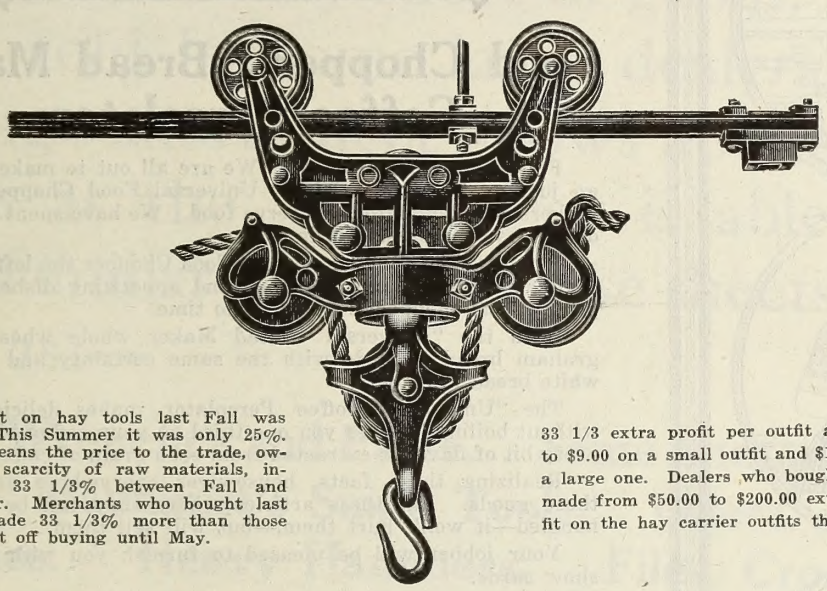
Makers of Mr. Punch — *Toolsmiths* — Makers of Mr. Punch

Greenfield, Massachusetts, U.S.A.



BT Pumps **Churns** **Washing Machines** **Hay Carriers**
Ladders **Barn Door Track** **Tanks** **Hog Troughs**

$9.00 to $18.00 Extra Profits



Discount on hay tools last Fall was 40%. This Summer it was only 25%. That means the price to the trade, owing to scarcity of raw materials, increased 33 1/3% between Fall and Summer. Merchants who bought last Fall made 33 1/3% more than those who put off buying until May.

33 1/3 extra profit per outfit amounts to $9.00 on a small outfit and $18.00 on a large one. Dealers who bought early made from $50.00 to $200.00 extra profit on the hay carrier outfits they sold.

Buy Your Stock on Hay Tools Now

Because of the shortage of steel and high price of malleable iron, prices are sure to go up again soon.

There will be a shortage of hay tools next year, just as there was a shortage this year and the year before. We will fill all orders in their turn. Those who order first will get their goods first.

July 1st terms are given on hay tools ordered now for delivery before May 1st.

You will make an increased profit of from $9.00 to $18.00 by ordering now, and you will be sure of your stock for the hay tool season next summer.

Order from our salesman or nearest branch.

BEATTY BROS., LIMITED

Fergus, Ont. **Winnipeg, Man.**
Montreal, Que. **Edmonton, Alta.**
St. John, N.B. **London, Ont.**

If interested, tear out this page and keep with letters to be answered.

GOODS TO PUSH

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs money. We are all out to make this food go just as far as possible. Universal Food Choppers, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves you one-third on your coffee bill because every bit of flavor is extracted from each grain of coffee.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

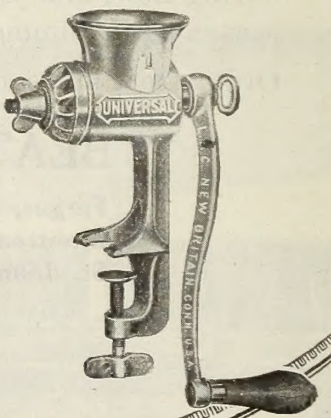
Your jobber will be pleased to furnish you with Universal show cards.

A. MACFARLANE & COMPANY
Coristine Bldg., MONTREAL
Canadian Representatives:
LANDERS, FRARY & CLARK
New Britain, Conn.

Bread Maker

Percolator

Food Chopper



LOOK FOR THIS TRADE MARK — UNIVERSAL — ON EACH PIECE OR LABEL

SHORTAGES

No doubt you have remarked that most Jobbers are very short of goods. We have been told by some large dealers that the average short sheet shows about as many items as the Wholesaler is able to ship. The familiar items on these sheets are such lines as:—

Stillson Wrenches and Parts. Some lines of Carpenter's Tools. Machinist's Small Tools. Oilers. Machinist's Wrenches. Heavy Hammers. Files, Cross Cut Saws. Twist Drills. Saw Tools. Carriage and Machine Bolts. Wood Screws. Sand Paper. Emery Cloth, etc.. Valves, Bibbs and Fittings.

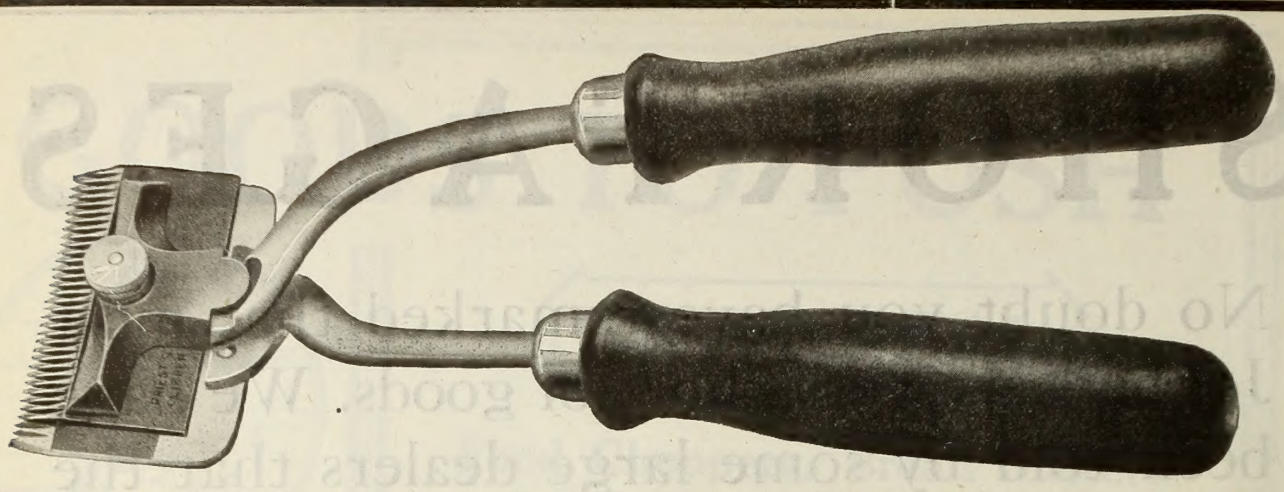
Our stock is fairly well assorted on these lines.

TRY US WITH A Mail Order

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's "MARATHON OAK"

A First-Class Heater. Artistic in Appearance.
Quick in Action. Economical on Fuel.
Burns either wood or coal.

Has blued steel body, draw centre grate, deep fire pot, steel base strips.

A low priced stove in great demand

Made in Four Sizes **Write for Prices**

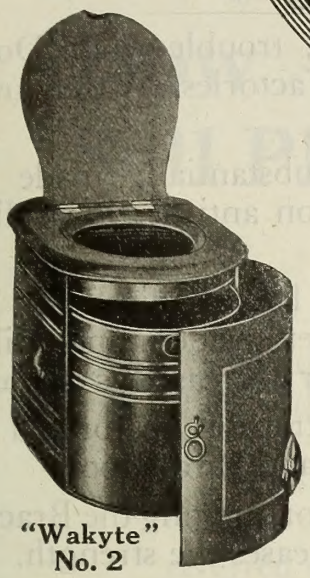
Nos.	Dia. of Fire Pot.	Height Less Urn.	Weight
811	10 inch	34½	55
813	12 inch	36½	70
815	14 inch	39	85
817	16 inch	41	110

Order Now to Ensure Delivery When Required.

The Thos. Davidson Mfg. Company, Limited
MONTREAL WINNIPEG TORONTO

If interested, tear out this page and keep with letters to be answered.

WAKYTE M'F'G Co.
WAKYTE
WINNIPEG · CANADA.



"Wakyte" No. 2

The "WAKYTE" Label on goods represents

To the Dealer:
A quick turnover at a good profit.

To the Consumer;
Reasonable prices and absolute satisfaction.

The "Wakyte" Special

WAKYTE IMPROVED SANITARY CHEMICAL CLOSETS embody all the latest improvements. Their special construction has resulted in a saving of nearly 50% in freight, while their Superior Quality and low prices are enabling the Hardware Merchant to meet outside competition, and at the same time supply his customers with a better class of goods. We ask for no fairer trial than a comparison of our goods and prices with anything on the market. "WAKYTE" Closets are made in three designs, but only **ONE QUALITY.**

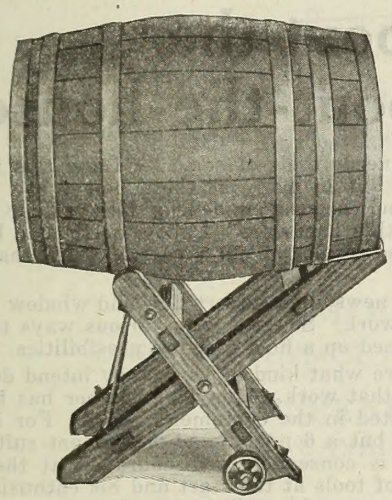
"Wakyte" No. 3

"WAKYTE" No. 2 is especially adapted for Schools, Hotels, Banks and Private Families. The tank is removed from the front by opening the door.

"WAKYTE" No. 3 is a high-class closet for family use. It is similar in design to No. 2, only the tank is removed from the top by raising the seat. This is, without doubt, the best value on the market.

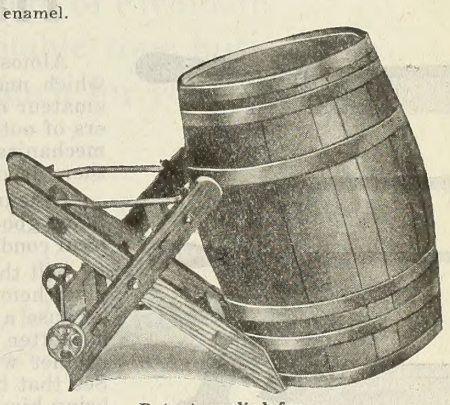
"WAKYTE" Special was placed on the market to enable the Trade to supply a closet at a price that would make it possible to meet competition from any source.

The seats of all "WAKYTE" Closets are finished in Mahogany, and the bodies in maroon enamel.



Patent applied for.

The ease with which barrels are handled with the "Wakyte" Truck has resulted in its adoption by a great many retail stores throughout Canada, and to-day "Wakyte" Trucks are being stocked by most of the Wholesale Hardwares. They are inexpensive, will last a lifetime, and no dealer can make a better investment than by equipping his store with them. Answers three purposes, viz.: Hoist, Truck and Permanent Stand for holding barrels of Liquid.



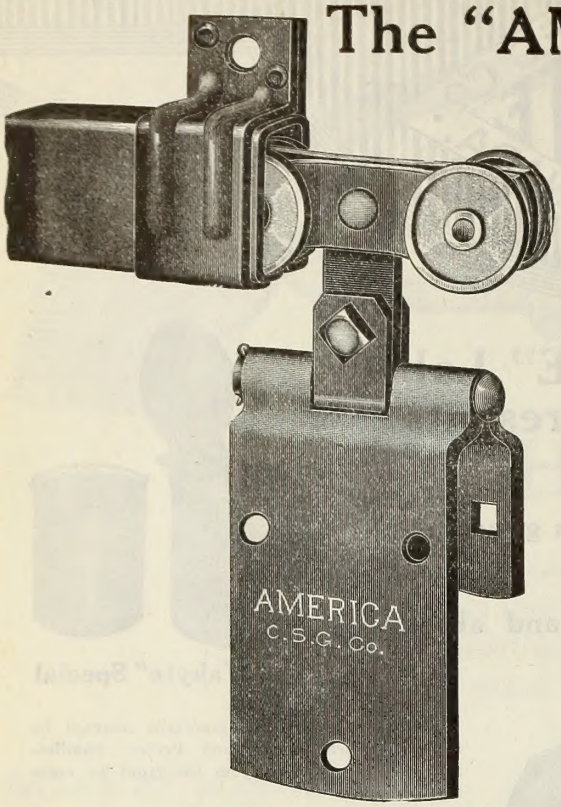
Patent applied for.

Manufacturing QUALITY goods, and selling them at low prices has resulted in the general public demanding Wakyte Products in preference to other makes. Most of the Hardware Dealers throughout Canada have recognized the advantage of handling Wakyte Closets, and are now stocking them. This is the season of the year for the sale of Wakyte Closets. There is a big demand for these goods in your territory; a quick turnover and a good margin of profit, and if you have not a supply on hand, you cannot make money faster than by placing your order NOW.

A complete stock of Wakyte Closets is carried in Ontario to ensure prompt service to our Eastern Trade. We are prepared to appoint Agents in all parts of Canada.

Write for Full Particulars.

Wakyte Manufacturing Co., Limited 259-261 Stanley Street WINNIPEG



The "AMERICA" Tandem Truck Trolley Hanger

A practical, efficient, trouble-proof Door Hanger for Barns, Factories, Warehouses and Garages.

The "America" is substantially made of heavy steel and runs on anti-friction roller bearings.

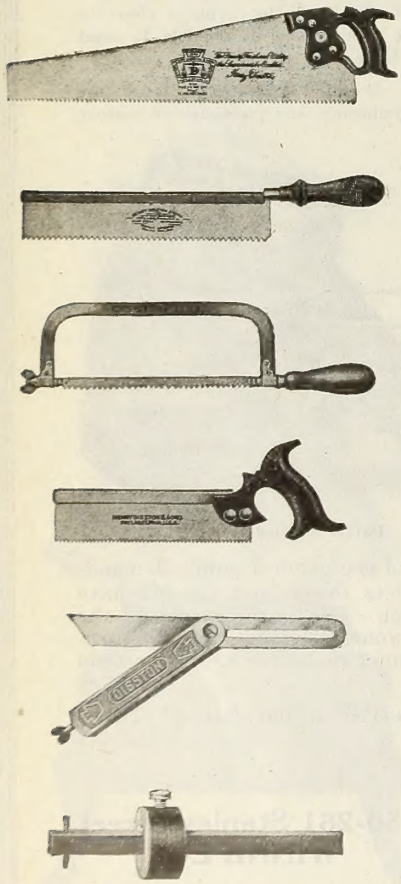
Has flexible joint and lateral adjustment by which the space between the door and building can be increased or decreased as desired.

The double grooved track is so formed to make it Water, Snow and Bird-Proof.

Notice the method of corrugating the Brackets, which greatly increases the strength.

We solicit your enquiries or request to have our representative call.

Canada Steel Goods Company, Limited, Hamilton, Ont.



How about the "Handy-man-about-the-house"?

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6 point hand saw is not suitable for cabinet work in hardwood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

Other Disston Tools are of the same high standard

HENRY DISSTON & SONS, Limited

TORONTO, CANADA

REG. U.S. PAT. OFF.

If interested, tear out this page and keep with letters to be answered.

How We Help You Sell Plymouth Rope

"We appreciate the many things you are doing to co-operate with the merchants in furthering the sale of Plymouth rope."

Thus runs a recent letter from a typical Plymouth dealer. And here are two of the forms of co-operation referred to.

A free advertising service which enables you to show more people why they should buy Plymouth Rope and where they can buy it.

A plan for retailing Plymouth Rope by the foot, which enables you to sell more people—and to do this with less effort and greater profit per sale.

These two factors are helping thousands of Plymouth dealers to build larger and more profitable rope businesses. The same factors will do as much for you.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

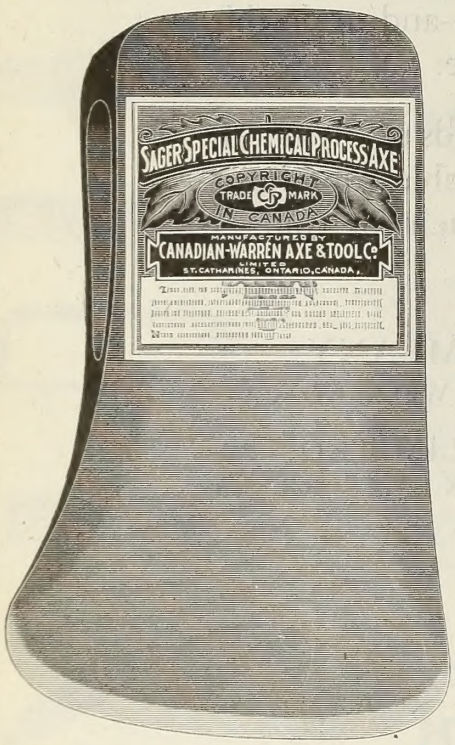
A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED **THEY MAKE GOOD EVERYWHERE**

Large Stocks **Prompt Shipment**

Atlas Metal & Alloys Company of Canada, Limited

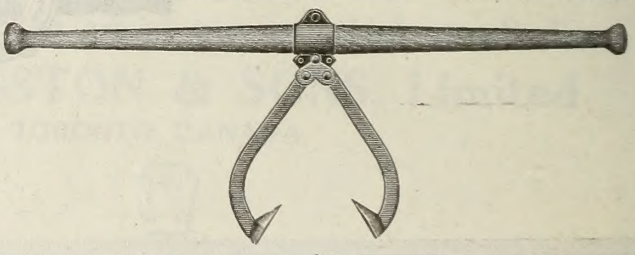
Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



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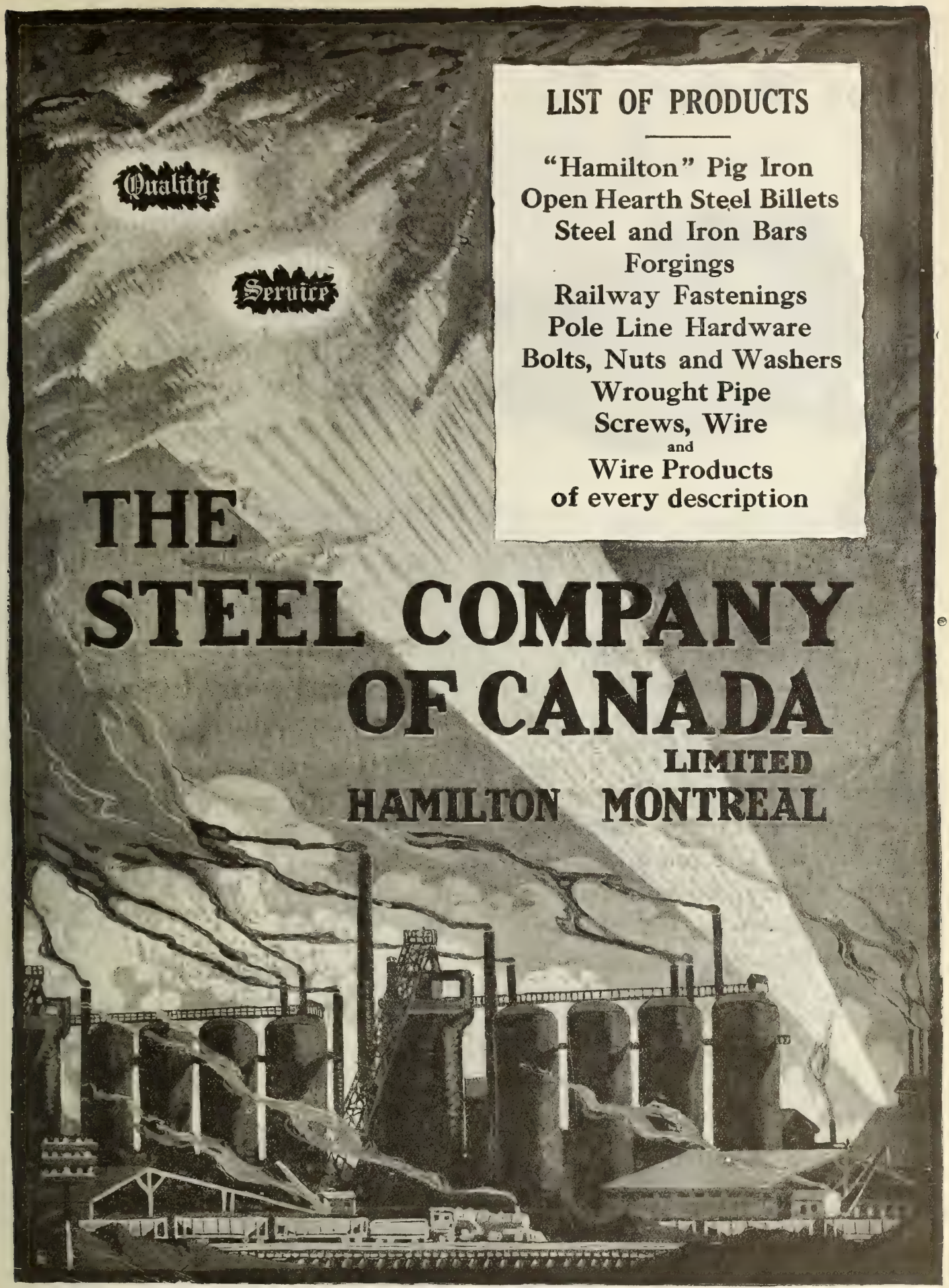

If interested, tear out this page and keep with letters to be answered.

Iron Worker's Vise

Quick Acting

Steel Faced Jaws Milled
Jaws 3⅝ in. wide
Jaws open out 5¼
Weight 50 lbs.
Stationary Base and Jaw Painted

This Vise is fitted with a small thumb piece underneath the handle which releases the screw, permitting the front jaw to be instantly adjusted to any width of opening, doing away with time lost in old type of vise in working the screw to get the proper opening.

Canada Foundries & Forgings Limited

The James Smart Mfg. Company Plant
Brockville, Ont. and Winnipeg, Man.

FIVE FACTS ABOUT FAMOUS FIVE FILES

They are made from High Carbon Steel.

The heat treatment of each file is scientifically determined.

The grinding is done by machinery, which insures a perfect surface for cutting.

The teeth are mathematically accurate, insuring a sharp, even cut.

They are recognized as standard tools by mechanics everywhere.

Be on the safe side, therefore, and specify "Famous Five" Files when ordering.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

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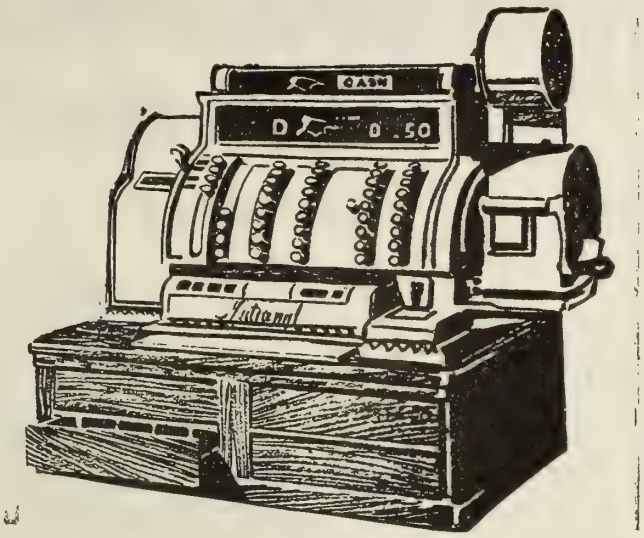


The Experience of Successful Merchants

YOU would welcome the advice of over 1,000,000 successful merchants as to the best and most efficient way of conducting your business.

This is precisely what you get when you install a modern up-to-date National Cash Register. For over thirty years the National Cash Register Company has received suggestions from merchants all over the world as to the best way of perfecting Cash Registers. These ideas are put in practical operation by our expert mechanics—and the result is a machine which is almost human in its workings. In one particular it differs—it never forgets—it never makes mistakes.

A National Cash Register will relieve a merchant of needless work and worry. It will give him time to look after the bigger things in his business.

It is to your interest to write us to-day. We will show you how a National Cash Register will save you money.

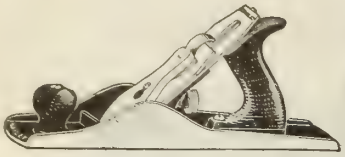
The National Cash Register

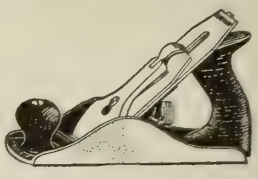
Company of Canada, Limited

TORONTO - - - CANADA

If interested, tear out this page and keep with letters to be answered.

Why Do We Sell and Push Standard Known Lines of Hardware?





SUCH AS

Stanley Tools
Starrett Tools
Maydole's Hammers
Barnett's Black Diamond Files
Gilmore's and Irwin's Auger Bits
O-Cedar Mops and Polish
Yankee Tools
Disston's Saws
Shurley and Dietrich Saws
Nicholson's Globe Files
Reece Screw Plates
Parker's Vises
Community Silver Plated Ware

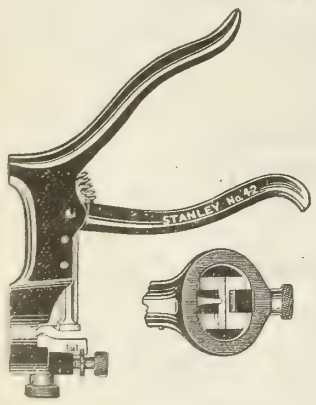
and other well-known lines

Because we consider it to be in our clients' interests to offer goods made by the best known manufacturers in preference to others.

First of all the names of these goods are firmly established in the minds of the buying public, who have full confidence in them.

Then again we consider it to be a decided advantage for a dealer to have the maker's guarantee behind each article as well as our own.

This, coupled with the advertising carried on by all these concerns in magazines and papers throughout the country, creates a demand for their products that makes the sale easy and that of substitute lines difficult.



Why waste time creating an interest in goods you know little about, when you can secure the same articles made by firms whose reputations are firmly established for manufacturing quality goods at reasonable prices?

Remember all our goods carry the C.L.Co. guarantee.

Caverhill, Learmont & Co.

89 St. Peter Street, MONTREAL

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

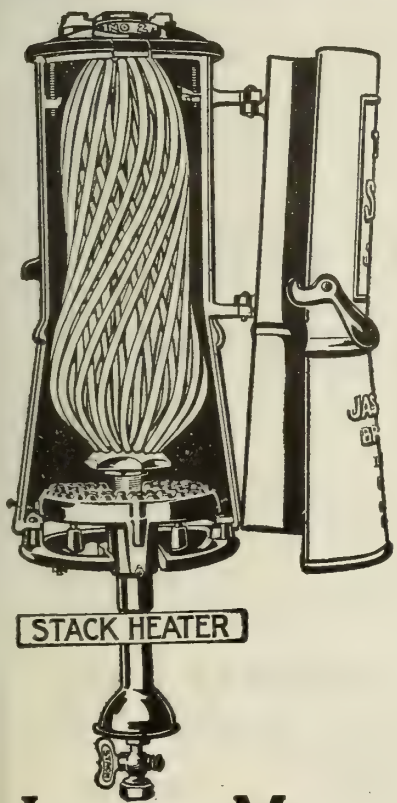
EMPIRE SILO ROOFS

It's the RIGHT roof so it commands the Sales. YOU can make good money with it. We help you. NOW is the season.

Wide-awake farmers everywhere are now keen on getting a good silo roof. The educational campaign conducted to show him how it saves 15% to 20% of his silage is bearing great fruit. The "Empire" Silo Roof is right abreast of the demand. Its metal sections can be put up by any handy man. No rafters needed. It's fire-proof, neat, and will last as long as the silo.

Good money in it for the Dealer. Our commission is good. We help you by circularizing your prospects, attractive folders, and by prompt service. Get our Leaflets and Price List TO-DAY.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

What Blade Does He Use?

A mechanic enters your store with a requisition slip.

"I want a gross of 12-inch hack saws," says he.

You have 12-inch blades for two dozen purposes, what are you going to give him? And when you do find out what material he is going to cut is it easy to choose the blade that will cut best? It is if you choose from

Starrett Hack Saws

They are standardized. From the information on page 208 of the Starrett Catalog you can quickly supply the blades that cut best.

Whether the mechanic across the counter wants to cut sheet metal or cast iron, brass or tool steel you can give him the finely tempered tungsten steel blade with teeth carefully milled, set and spaced to cut most in the shortest time.

A post card brings a catalog describing the saws that cut faster and last longer. Ask for Catalog No. 21MA.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-737

If interested, tear out this page and keep with letters to be answered.

OVER 50,000 COPIES PER MONTH

Canadians

should be thankful that our Country has a Canadian Magazine fit to take its place in the company of the big American magazines — a magazine equalling in interest and literary merit the big magazines produced in a Country of 100,000,000, where it is possible to obtain $1,000 to $5,000 a page per issue or more for advertising space.

A Magazine *of* Power

THE making of MACLEAN'S MAGAZINE month by month, year after year, has been hard labor. One difficulty was to get the right sort of matter—Canadian in origin and theme. A few years ago our country possessed few writers and artists of trained and high ability. To-day, thanks very largely to MACLEAN'S MAGAZINE, we have men and women writers and artists producing first-class work; they developed when they found a medium demanding a grade of work equalling the best contributors to American magazines. Also, the Canadian writers and artists who were finding a market for their wares in the United States turned to MACLEAN'S when this magazine showed itself to be a sufficient and creditable vehicle for their work.

The future has a good crop of A1 Canadian writers and artists in store, whose work will appear in MACLEAN'S; but consider these names of Canadian men and women who have already "arrived," and whose work appears in MACLEAN'S MAGAZINE:—

Sir Gilbert Parker,
Arthur Stringer,
Arthur E. McFarlane,
Stephen Leacock,
Robert W. Service,
Alan Sullivan,
Agnes C. Laut,
L. M. Montgomery,
"Janey Canuck,"
A. C. Allenson,
E. Phillips Oppenheim,
Peter McArthur,
L. B. Yates,
Geo. Eustace Pearson,
W. A. Craick,
H. F. Gadsby,
C. W. Jefferys,
J. W. Beatty,
Arthur William Brown,
Lou Skuce.

These are some of the names of Canadian men and women writers and artists—who are doing work of the highest class, acceptable to the hardest-to-get-into publications of the United States. Ten years ago such a Canadian galaxy had no existence.

BESIDES these professional writers and artists—men and women who depend on their pen and pencil and brush for their livelihood—is a big host of others who write only when successfully urged to do so—because they have something to say that is worth saying. These are usually men in a big way of business, or professional men at the top of the ladder, or men and women doing unusual work of a most important sort—often obscurely because they are not self-trumpeters of their achievements or labors. For example, such men and women as:—

THE LATE SIR MORTIMER CLARK
JOHN BAYNE MACLEAN
ERMAN J. RIDGWAY
LORD NORTHCLIFFE
JOSEPH MARTIN, M.P.
BILLY SUNDAY

All these have contributed under their own name or a nom de plume to MACLEAN'S MAGAZINE in the last 12 or 15 months, recognizing that this magazine can give their messages to the whole nation, and to a class of persons whom they wish to reach.

NOBODY who knows MACLEAN'S would ever call it a story magazine, but rather a national magazine—almost a news magazine. Stories there are in every issue—enough of them to satisfy the right and natural desire for romance, adventure, achievement, business, love and intrigue. But the greater part of the contents of every issue of MACLEAN'S MAGAZINE may be called **NEWS**—NEWS of men and their work and triumphs; news of the nation's work and workers; news of discoveries; news of movements; news of politics; news of the builders and building of Canada. MACLEAN'S, as Canada's National Magazine, prepared for thinking and intelligent men and women, must be an informative and interpretive magazine, must mirror national opinion, record national affairs and developments, and be the **VOICE** of prophets, statesmen and leaders. MACLEAN'S is a magazine of to-day—a newspaper of a sort, dealing with big news passed over by daily newspapers whose function is the recording of the day's news—passing news; and who leave the fuller statement—the summed-up presentation of things they can but touch on—to MACLEAN'S MAGAZINE.

News features of MACLEAN'S MAGAZINE greatly liked by its 50,000 readers are

The Business Outlook—article.
The Investment Situation—article.
The Review of Reviews Department.
The Nation's Business.
Women and their work.

These are regular department features appearing in every issue of MACLEAN'S. They are of the nature of surveys or digests, and perform a service welcomed and praised by all readers who aim to keep themselves broadly informed concerning what's doing in Canada and what's being thought and said and done the wide world over.

REVIEW of Reviews is the outstanding feature of MACLEAN'S, in that it gives the best articles, in condensed form, from the best magazines of the world. A staff of trained people read and study the contents of all magazines and select for each issue of MACLEAN'S twenty or more articles which mirror the world's progress and present the changing aspects of world opinion.

IN rounding out this presentation of Canada's National Magazine a brief reference may be made to one large and discriminating and important class of contributors to it—advertisers. Literally hundreds of them employ MACLEAN'S for their advertising, to reach the influential classes represented by MACLEAN'S list of subscribers, and because they get national publicity economically. These makers and producers of goods of national consumption appreciate the fact that a select circulation of 50,000 gives them, among the most important families of Canada, strong local publicity as well as broad national publicity, and that retail distributors are both canvassed and assisted by their national advertising in MACLEAN'S MAGAZINE. They recognize that $1,000—$3,000 invested in space in MACLEAN'S MAGAZINE to buy 365-day national influence is dirt cheap publicity.

THIS is but condensed presentation of MACLEAN'S MAGAZINE. Very much more can be said about its editorial policy and character, about its making, about its quest for and development of new contributors, about the policy that keeps canvassing methods and advertising columns clean, about the hearty approval of subscribers of MACLEAN'S MAGAZINE, about the significance of 50,000 circulation, about the wisdom of doing a "little advertising in a few magazines" as an initial step in national advertising plans; about the advertising of MACLEAN'S MAGAZINE in all the MacLean Publishing Company's list of business and technical newspapers, about the influence of MACLEAN'S MAGAZINE on distributors.

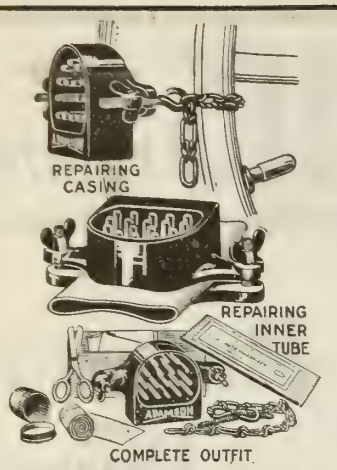
But time and space forbid here and now a continuation of the MACLEAN story.
What is enough to be impressed is—

MACLEAN'S MAGAZINE

Canada's National Magazine

143 University Ave., Toronto

Union Trust Bldg., WINNIPEG **Boston** **New York** **Chicago** **London, Eng.** **Southam Bldg., MONTREAL**



For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

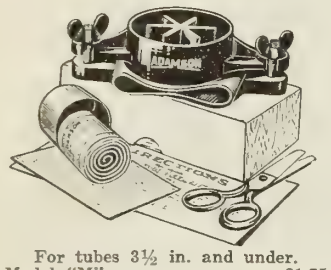
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



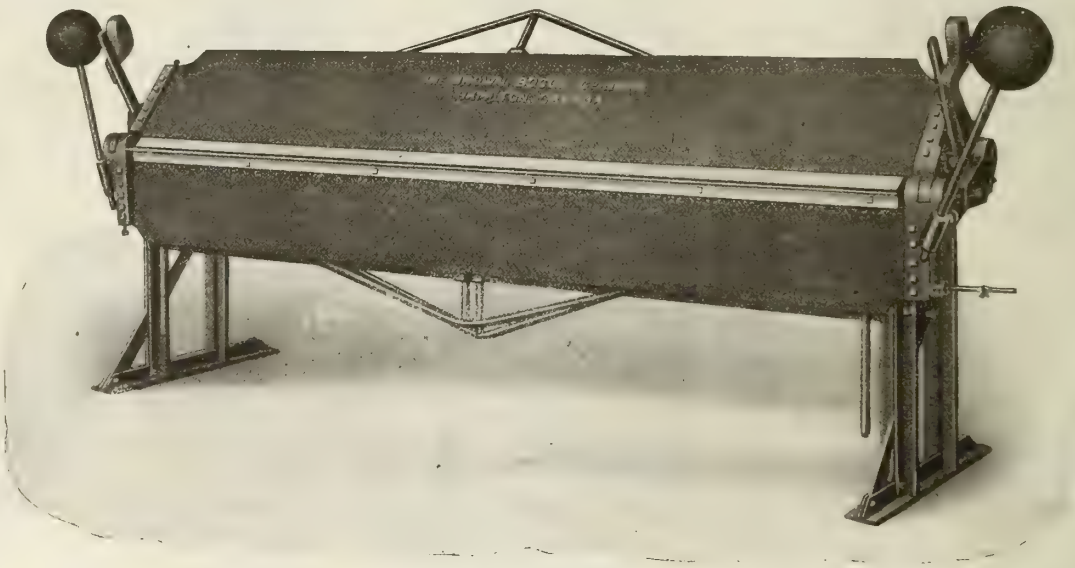
For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada

Adamson Repair Gum.



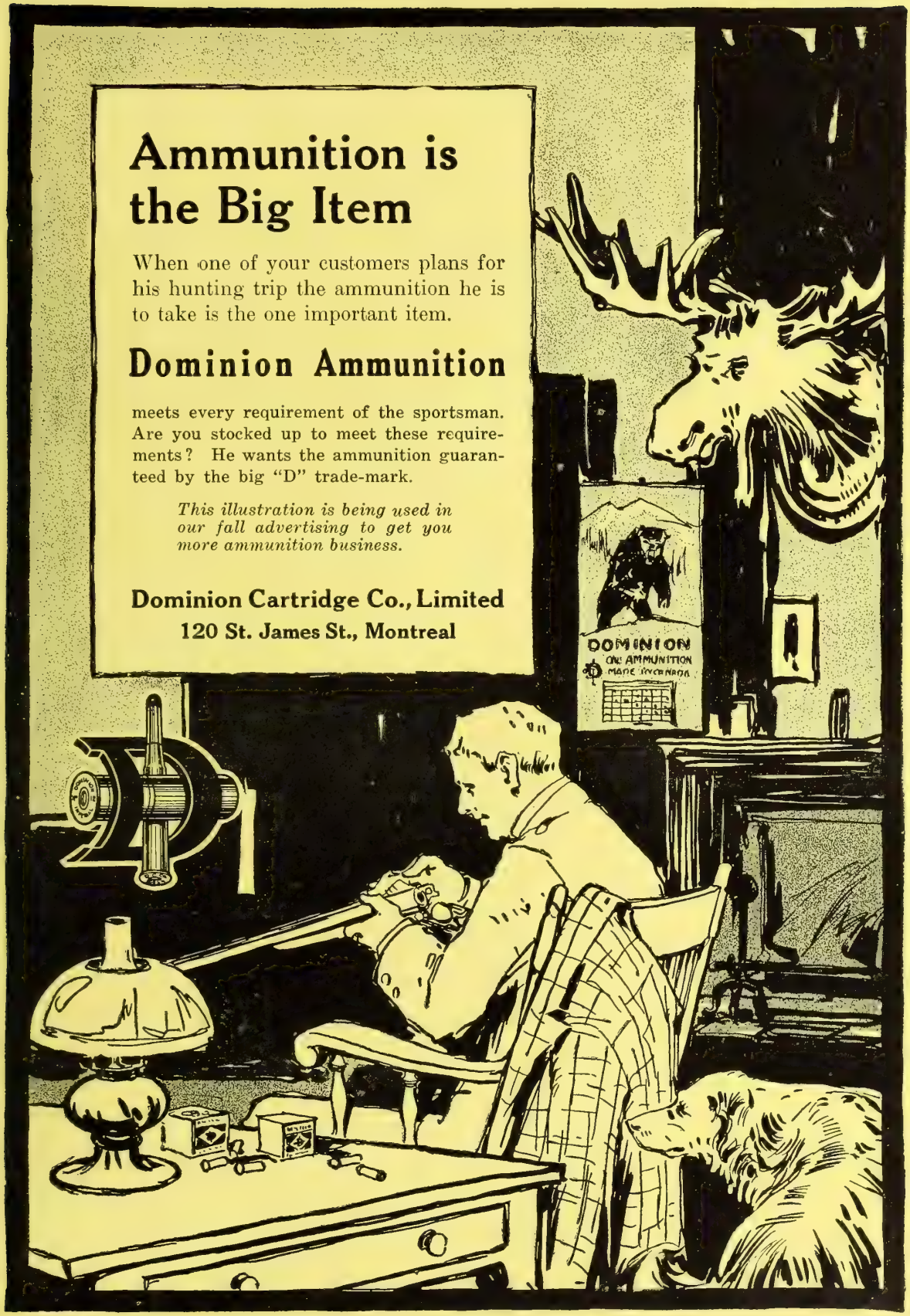
A B.B. Steel Brake Will Give You Satisfaction

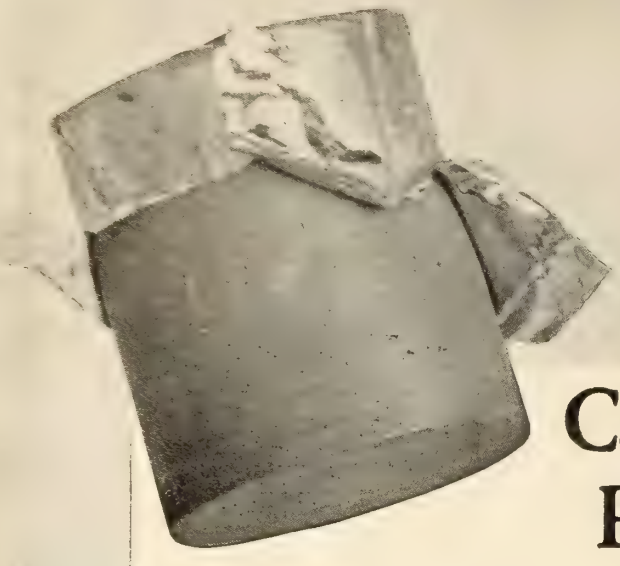
IT IS DURABLE, EFFICIENT, INEXPENSIVE

A FULL LINE OF TINNERS' AND SHEET METAL WORKERS' TOOLS

THE BROWN, BOGGS CO., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.


Ammunition is the Big Item
When one of your customers plans for his hunting trip the ammunition he is to take is the one important item.
Dominion Ammunition
meets every requirement of the sportsman. Are you stocked up to meet these requirements? He wants the ammunition guaranteed by the big "D" trade-mark.
This illustration is being used in our fall advertising to get you more ammunition business.
Dominion Cartridge Co., Limited
120 St. James St., Montreal
DOMINION



Every man who comes into your store will thank you for introducing

Carborundum Razor Paste

APPLIED to the sharpening side, it revives the sharpening powers of *any* strop—brings the dull razor quickly to an edge—lessens the need of honing.

Carborundum Razor Paste is the finest of Carborundum powder—a powder so fine that it floats for one hour—mixed with a scented wax put up in handy sticks.

You just rub it on the strop—then two or three strokes and the razor is ready for the finish stropping. It cuts the edge on the razor, cuts it quick and clean without injury to the finest blade without fuss or trouble.

Each stick is wrapped in tinfoil and packed in individual cartons

When ordering, see that you get the Carborundum Razor Paste Display Rack. A mighty attractive metal display lithographed in five colors, showing "Pete" at his best.

The Carborundum Company
Niagara Falls, N. Y.

HOUSEHOLD GOODS SECTION

These Specials Are Ready For Immediate Delivery

PERKY TEAPOT

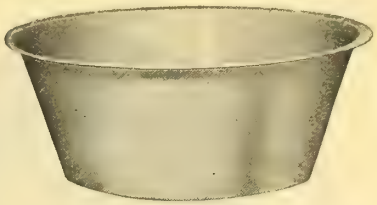
	Net
3 pints, price each,	$2.10
4 pints, price each,	2.35

SEAMLESS TEAKETTLE

No. 150— 8 pints, price each....	$2.75 net
No. 150—10 pints, price each....	3.00 net
No. 150—12 pints, price each....	3.25 net
No. 150—14 pints, price each....	3.50 net

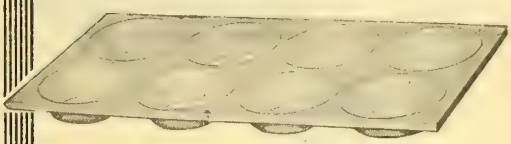
WINDSOR KETTLE WITH COVER POLISHED

No. 100—4 pints, price each....	$1.00 net
No. 100—8 pints, price each....	1.35 net



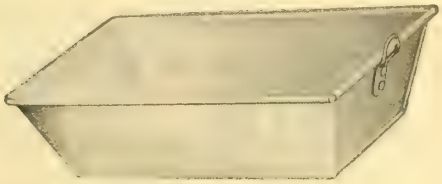
PUDDING PAN, POLISHED

No. 110—2 pints, price each....	$0.35 net
No. 110—4 pints, price each....	.55 net
No. 110—6 pints, price each....	.65 net
No. 110—8 pints, price each....	.80 net



ALUMINIUM MUFFIN PAN, SATIN FINISH

No. 190—6 cup, price each.....	$0.50 net
No. 190—8 cups, price each.....	.75 net



ALUMINIUM BREAD PAN, POLISHED

No. 200—5½ x 9½ x 2¾ inches, price each ..... $0.60 net

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Your Customers Want Aluminium With This "Oakville" Brand

Aluminium Kitchenware is coming into its own. Housewives are demanding better cooking utensils and they are finding them in

Oakville Aluminium Ware

The superior qualities of Aluminium Ware bearing the "Oakville" Brand are being explained to the housewives in every community in Canada by our liberal campaign of advertising.

This advertising is creating the demand for "Oakville" Aluminium Ware. It is the most satisfactory line of cooking utensils that you can handle. Nothing else pleases your customers as well and no other line gives you better profits.

TEAKETTLES

Teakettles are an especially good line to feature just now. The advanced cost of other metals means that for the price of an ordinary nickel-plated kettle you can sell your customers an "Oakville" Aluminium Teakettle which has so many points of superiority that to show one means to sell it.

Make up a trial order from the pieces shown on this page. Your order will be given special attention, so that you can be getting the profits without delay.

Ask us to send you also price list and catalogue of our complete line.

Do it to-day, for your customers know that

OAKVILLE PURE ALUMINIUM WARE "WILL OUTWEAR ANY WARE."

WARE MANUFACTURING CO.

OAKVILLE, ONTARIO, CANADA

Caverhill, Learmont Co., Montreal, Selling Agents for Quebec and Maritime Provinces.

HOUSEHOLD GOODS SECTION

Don't Compete With Yourself

There is only one well known toilet bowl cleanser on the market—

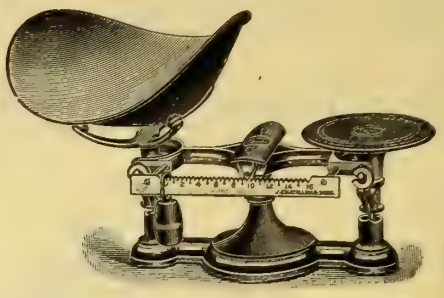
Sani-Flush

When you get behind ***Sani-Flush*** you are pushing the one and only article for the purpose it fills so effectively. No scattering of sales among ten or a hundred rival brands. You know where you stand with ***Sani-Flush*** —repeat sales are assured.

Sani-Flush is a sanitary necessity. We are hammering home this fact to housewives. Turn the demand into sales by letting your customers know that you can supply ***Sani-Flush.***

HAROLD F. RITCHIE & CO., LTD.

10-12-14 McCaul Street, Toronto, Ontario



The name of John Chatillon & Sons has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we added to our plant the facilities to manufacture Foster Bros.' line of Butcher Knives, and Cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales and Balances.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products and we continually strive to maintain the high standard of quality that has always distinguished the products of

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Write for complete illustrated catalogue.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

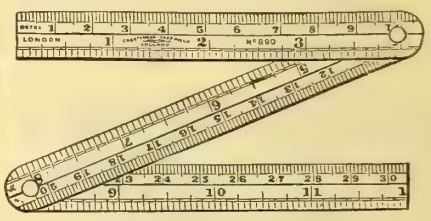
TRADE J C MARKS

CONSTANTIA J C

TRE BLE

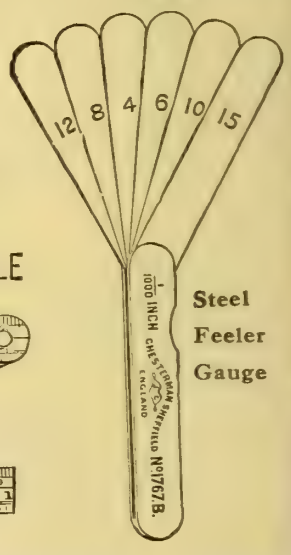
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

HOUSEHOLD GOODS SECTION

Ideas that sold the goods

No. 5 of a Series of Prize Stories by Men Behind the Counter

There is a mighty good selling idea in the story that follows, one worthy of adoption by every wide-awake Eveready dealer anxious to increase his present sale of DAYLO'S and Eveready Tungsten Batteries. And the author, Mr. Otto A. Lanz, of the house of Fred Lanz, Monroe, Wis., knows when to play his best card to win.

One of our customers dropped into the store and asked to look at an oil lantern. He wanted a lantern, he said, that would not leak after a month or two of service. He further stated that he desired an oil lantern because he could hang it on a peg in his cellar and could carry it with him to his garage or barn.

I showed him our best and heaviest lantern. He seemed to be satisfied, but asked a question about the fount, which he feared would leak after short usage.

I asked him why he did not use something better and suggested that he try an Eveready house lamp. I passed one over to him and asked him to examine it and try lighting it himself.

I emphasized that the price of this particular lamp was little when he considered the hundreds of handy ways in which it could be used.

He said he knew of other people who often had trouble with a similar light, but not of this brand. This gave me the opportunity to emphasize the long, efficient service of the Eveready Tungsten Battery and Mazda Lamp.

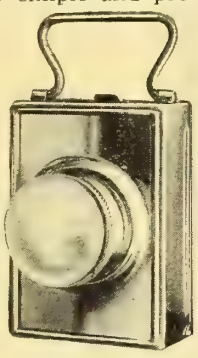
My customer took a new tack, pointing to the fact that the light was quite small and saying that he doubted whether it would be as durable as an oil lantern.

I was able to satisfy him on this point, however, by showing him how well constructed Eveready is, and I followed up my argument by showing him in how many ways he could use this particular type; he could hang it anywhere his lantern hung or stand it anywhere and it would never leak, blow out or cause fire. It was safe, I told him, even in company with high explosives and it could be put in a traveling bag or pocket, or used about the house.

He said he believed more people would use Evereadys if they were so handy. I showed him the guarantee on the battery and then played my trump card. I drew from the display case our list of all of our customers who use Eveready lights, to which is appended the number of the particular light which they have purchased. Every time a customer wants a battery, we refer to this list, and if he hasn't his light with him, it tells us the size of battery he requires. This list frequently influences a sale because by means of it we are able to point to names of people using Evereadys in the customer's own neighborhood.

I wound up my solicitation by telling him that Eveready products are made perfectly simple and pronounced simply perfect. They are carefully tested, thoroughly tried out and heartily approved.

My customer asked me for a price discount, but I explained to him that the Eveready people were selling a product thoroughly guaranteed and made of better materials by experienced workmen. He took a last look at the list of our Eveready customers and the sale was then easily made.

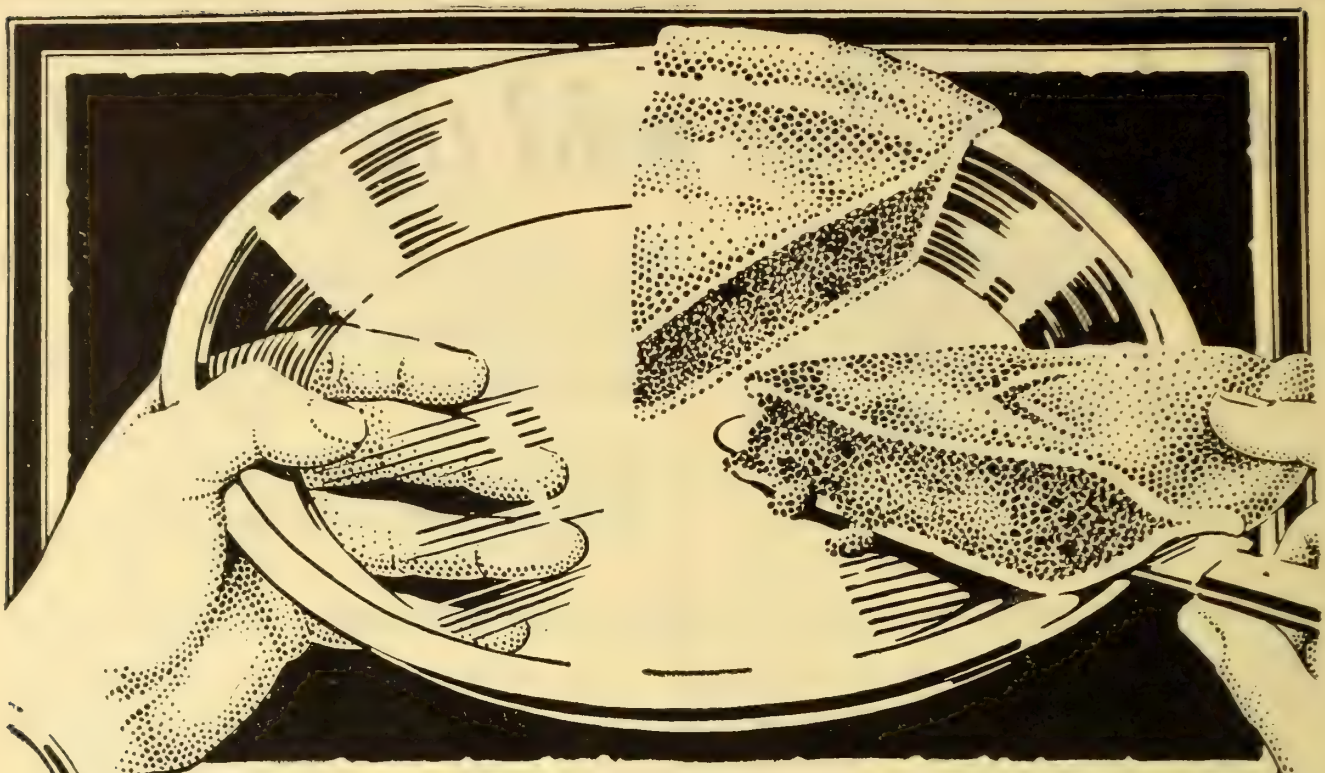


Eveready DAYLO No. 4706 —the ideal portable light for use around the house, garage, barn, etc.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, LIMITED
TORONTO, ONTARIO

HOUSEHOLD GOODS SECTION

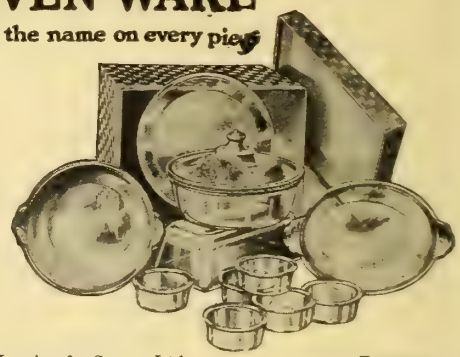


The PYREX Pie Plate

is the ideal dish to sell the housewife to convince her of the labor, time and food-saving advantages of a Pyrexed Kitchen.
Every woman will eventually buy Pyrex—her inborn desire for a baking ware that is durable and always new, makes her want Pyrex.

PYREX TRADE MARK REG. **Transparent OVEN-WARE**
Has the name on every piece

Should be displayed in several departments, for it combines a baking and table-serving ware.



For Holiday Gifts

Pyrex Gift Sets—attractively boxed—render it easy to sell a number of pieces to one customer. Made in Plain and Engraved Ware.

THESE HARDWARE JOBBERS ARE DISTRIBUTORS OF PYREX

ALBERTA
J. H. Ashdown Hardware Co. - - - Calgary
Wood, Vallance & Adams, Ltd. - - Calgary

MANITOBA
J. H. Ashdown Hardware Co. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Wood, Vallance, Ltd. - - - - Winnipeg
Walter Woods & Co. - - - - Winnipeg

ONTARIO
Wood, Vallance & Co. - - - - - Hamilton
D. H. Howden & Co., Ltd. - - - London
Thos. Birkett & Sons Co., Ltd. - - - Ottawa
H. S. Howland Sons & Co. - - - Toronto
Lyons & Marks - - - - - Toronto
Rice Lewis & Sons, Ltd. - - - Toronto
W. B. Dalton & Sons, Ltd. - - - Kingston

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Samson & Filion - - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

NEW BRUNSWICK
Summer Company - - - - - Moncton
Emerson & Fisher, Ltd. - - - St. John
W. H. Thorne & Co., Ltd. - - - St. John
T. McAvity & Sons, Ltd. - - - St. John

NOVA SCOTIA
A. M. Bell & Co. - - - - - Halifax

A COMPLETE STOCK, WELL DISPLAYED WILL ADD TO YOUR HOLIDAY PROFITS

PXREX Sales Division
CORNING GLASS WORKS

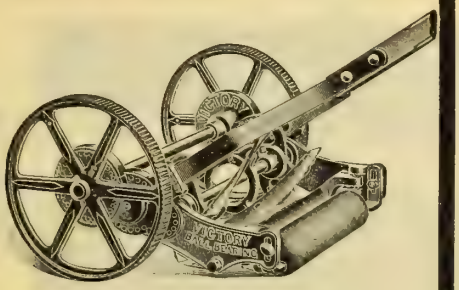
122 Tioga Avenue **CORNING, N.Y., U.S.A.**

HOUSEHOLD GOODS SECTION

TOWNSEND

LAWN MOWERS

Built Like a Watch



are superior in every feature of design and construction. In strength, durability and high character of work they do, Townsend Mowers have no rivals.

No Noise but the Swish of the Blades

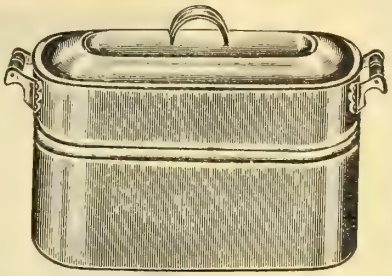
All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adopted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

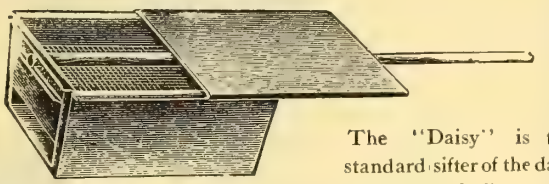
A satisfactory wash boiler

This boiler is well and strongly made throughout of heavy material. Strong secure handles. Well fitted lid. Will not get out of shape.



The Popular "Daisy" Ash Sifter

Dustless



The "Daisy" is the standard sifter of the day. Made in several styles and two sizes. Strongly built to give plenty of service. Sells readily.

Get prices on these and our other lines

SOREN BROS.
549 King St., West, TORONTO

Sell "Clean Sweeps" instead of unsanitary oil mops

Through the daily papers we are telling Canadian women of the advantages in using "Clean Sweep" Brooms. These same women are coming to a realization of the fact that oil mops are unclean and unsanitary because the dirt is not really removed, but is accumulated on the oily head and then rubbed over the floor. Here then is your opportunity to capitalize on our advertising and at the same time supply the women of your locality with what they are looking for—a broom that will remove every particle of dirt from the floor without raising any dust.

The "Clean Sweep" is especially adapted to particular work on carpets, linoleums, hardwood floors, etc. Sizes 10, 12, 14-inch. Buffed Blocks. Slanted Polished Handles.

For ordinary work about the House, or for Warehouse, Factory, Mill, Stable or Garage use there is the "Durable," a well-made Floor Broom, that will outlast several Corn Brooms. Size 10-inch. Buffed Blocks. Waxed Handles.

Get prices on these.

BOECKH TRADE MARK EST^D 1856 TORONTO

The Boeckh Bros. Company, Ltd., Toronto

HOUSEHOLD GOODS SECTION

THE CLINTON, A PATTERN OF ENDURING BEAUTY, IN EVERY WAY WORTHY OF WILLIAM ROGERS AND HIS SON—TRUE TO ALL THE CRAFT IDEALS INSPIRED BY THIS HONORED NAME

GETTING YOUR PASSERBY TO COME IN

YOUR BUSINESS does not come from the people who pass your store—but from those who come in. And you only get people inside when you have the things they want—and when THEY KNOW YOU HAVE THEM.

We are telling the people of your city about WM. ROGERS & SON SILVER PLATE. They are reading about it in SATURDAY EVENING POST, LADIES' HOME JOURNAL and DELINEATOR.

These people are going to look for the dealer who handles Wm. Rogers & Son silver plate. And the first place they will look will be in YOUR STORE WINDOW.

Display the CLINTON PATTERN and get the passerby to come in. If your stock is short telegraph your orders at our expense—and do it NOW.

William Rogers and his Son

William Rogers Manufacturing Co., Ltd., Niagara Falls, Ontario

HOUSEHOLD GOODS SECTION

SIGN OF QUALITY
OTTAWA PAINT WORKS LIMITED
PAINTS
O.P.W.
VARNISHES
TORONTO OTTAWA VANCOUVER
HIGHEST QUALITY
MADE IN CANADA

Create More Business

By selling the following household lines

Canada Brand Pure Paints,
Registered and Guaranteed.

Canada Brand Floor Paints,
Registered and Surpassed by None.

Jasperite Varnishes;
The present Future Varnish
For Outside—Inside and Floors.

Jasperite Specialties the present-future Finish. Lac Shades for Floors and Furniture.

Art Shades—For Woodwork Furniture and Bric-a-Brac.

Auto Enamels—For Autos—Carriages—Cutters—Bicycles—Machinery, Etc.

Floor Enamels. For Rug Borders, Halls, Stairs, Bedrooms and Kitchens.

You sell any of the above and we guarantee Results.

Ottawa Paint Works Limited

Toronto OTTAWA Vancouver
CANADA

Toronto Branch: 153 Duchess Street, Toronto

HOUSEHOLD GOODS SECTION

JAP-A-LAC

Household Finishes

Many Kinds

JAP-A-LAC

GOLD AND ALUMINUM

Gold gives a brilliant gold finish for wood or metal, does not tarnish or rub off. Easily applied, resists heat.

Aluminum has all the merits of the gold when used on wood or metal, giving a lasting silvery finish, smooth, lustrous, durable.

Many Colors

JAP-A-LAC

ENAMELS

In white or colors, give lasting and delightful results, covering surface solid, giving a smooth, tile-like coating of the color selected.

Jap-a-lac Black Enamel in brilliant and dead black effects give admirable results on all metal surfaces.

Many Uses

JAP-A-LAC

VARNISH STAINS

Color and display the beauty of the wood itself. It's a varnish and stain combined, permitting of exquisite results with one application—especially suitable for furniture, floors, woodwork, doors, interior trim, etc.

—and the latest addition

JAP-A-LAC STOVE PIPE ENAMEL

This beautiful counter display carton, lithographed in seven colors, goes to you free of charge with your order

And a winner it is too—a true quality product with a good profit for the dealer.

Jap-a-lac Stove Pipe Enamel is superior in every way to the ordinary lines which after the first fire cease to exist except for their offensive odor.

Jap-a-lac Stove Pipe Enamel has practically no odor, leaves no smudge and with the first fire bakes on hard in brilliant enamel-like finish which is lasting.

Comes in sizes listed as follows:

Quarter-pint	15c
Half-pint	25c
Pint	45c
Quart	75c
Half-gallon	$1.25
Gallon	$2.25

Your trade discount is 40%.
Your profit is 66 2-3%.

Assisted by this handsome display carton on your counter or in your window your turnover will be speedy this Fall.

Send us your order to-day for now is the time to push Jap-a-lac when the housewife is starting Fall cleaning.

The Glidden Varnish Company, Limited

Toronto, Ontario

GLIDDEN

HOUSEHOLD GOODS SECTION

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

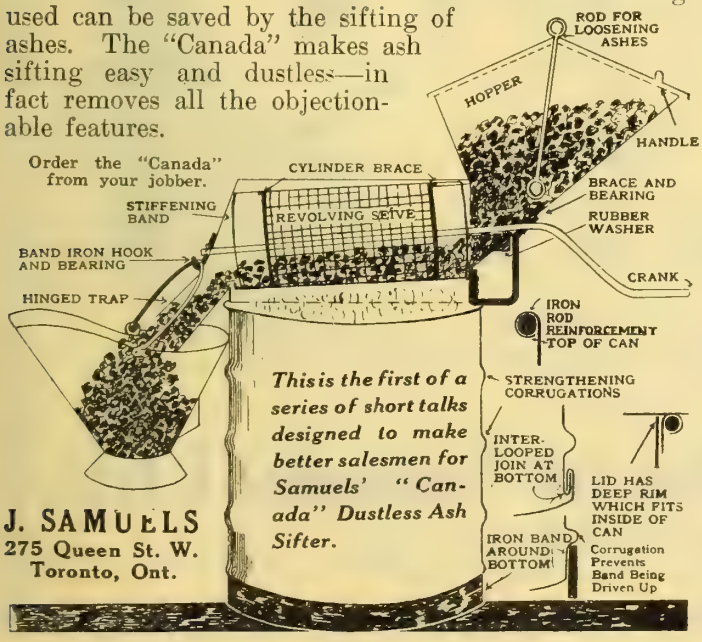
Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited
Hamilton, Canada

SAMUELS' "CANADA" Dustless ASH SIFTER

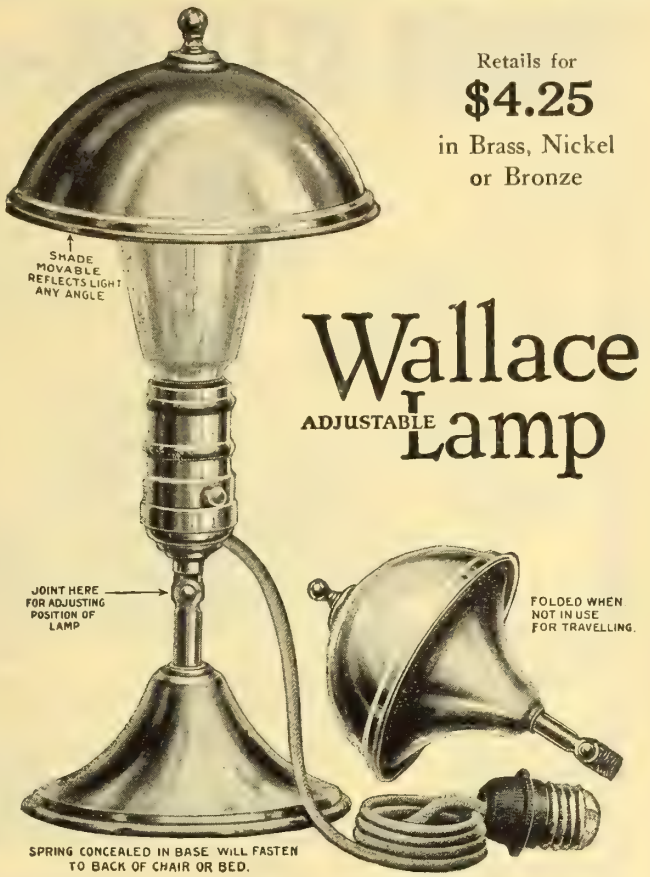
Simple to Operate—
Saves 10 p.c. of fuel—
Makes ash sifting a dustless operation

Three sound reasons why Samuel's Canada Dustless Ash Sifter should be in every home. Ten per cent. of the coal now being used can be saved by the sifting of ashes. The "Canada" makes ash sifting easy and dustless—in fact removes all the objectionable features.



This is the first of a series of short talks designed to make better salesmen for Samuels' "Canada" Dustless Ash Sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.



Retails for
$4.25
in Brass, Nickel or Bronze

Wallace ADJUSTABLE Lamp

The Lamp of a Thousand Uses—Nearly Half a Million in Use

A FLOOD of clear light, wherever you want it, whenever you want it—at home, at the office or traveling. That says in a nut shell what the Wallace Lamp is.

Seeing the Wallace Lamp itself completes the story. It sells for its utility, for its novelty, and because it always gives the user the *full value* of his light where he wants it — no light is scattered or lost.

If you are a user of the Wallace Lamp *yourself*, your enthusiasm will make it the easiest article in your store to sell.

A.C. PENN, Inc., New York, N.Y.

MENZIES & CO., LTD.
Canadian Distributors
439 King Street West - TORONTO, CANADA

QUICK SELLERS—PROFIT MAKERS

The above are a few of the USEFUL HOUSEHOLD UTENSILS shown in our catalog. If our catalog is not in your file, ask us for it. Address request to

Andrews Wire Works of Canada, Ltd.

WATFORD, ONTARIO

"Makers of Wire Goods That Are Good."

HOUSEHOLD GOODS SECTION

BISSELL'S 'CREEPER' DISPLAY

-A SELLING HELP THAT'S BOUND TO CREATE INTEREST IN AND ABOUT YOUR WINDOW

It is a seven color lithographed cut-out of a most realistic "pink skinned and light haired" baby which is sure to attract the attention of every mother's eye—and it is they who use carpet sweepers and want furniture, and carpets, and household hardware specialties and furnishings of all kinds.

OTHER HELPS—Show cards, newspaper cuts for every conceivable use; folders, price cards, window displays and lantern slides.

ALL FREE—but furnished only on request. So when placing an order, either thru your jobber or direct, specify what advertising is required.

WRITE TODAY FOR BISSELL'S CHRISTMAS OFFER -AN EXTRA SWEEPER

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED
NIAGARA FALLS, ONT. (FACTORY) AND GRAND RAPIDS, MICH.

"Move the FAULTLESS way"

FAULTLESS

A line that through consistent merit has earned a proud reputation in the caster world.

As soon as YOU begin handling FAULTLESS—your caster line becomes more profitable.

Send for Catalog "G" just off the press.

Faultless Caster Company
Evansville, Indiana

HOUSEHOLD GOODS SECTION

"Door Bell Out of Order"

How many signs or notes of this kind do you find on the front doors of your town?

And when you find out, what do you usually discover to be the trouble?

In nine out of ten cases, yes, ninety-nine out of every hundred, the cause is poor batteries—batteries whose surprisingly short life leads the householder to think the system is at fault.

It takes experience, hard-earned experience to build a No. 6 battery which will stand the test. It requires years of study, exhaustive experimenting and most discouraging effort to finally produce a battery whose life is worth while.

This is where the **"Master" Battery** comes in. The "Master" is the result of a lifetime study.

Its second name is "Service."

The "Master," with its absolute uniformity of energy, has the **safety cap** which prevents deterioration on your shelves. The battery is full strength when made in the factory and remains so for long periods, even in the face of deteriorating conditions, such as a moist atmosphere.

With housecleaning and general renovating time here you should put new energy into all the electric door bells of your town. Show the "Master" Battery in your window and showcases with other household lines.

Every "Master" sale means a satisfied patron, means more and better business.

CANADIAN CARBON CO., LIMITED
96 King Street West, TORONTO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

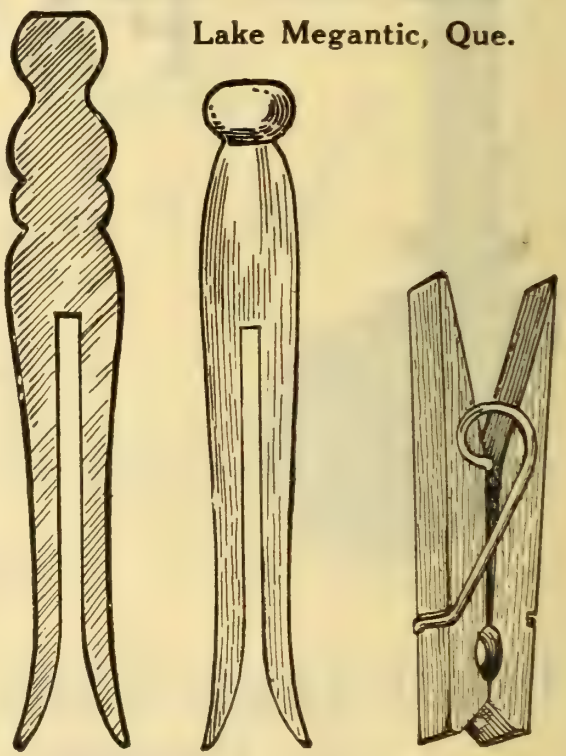
Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

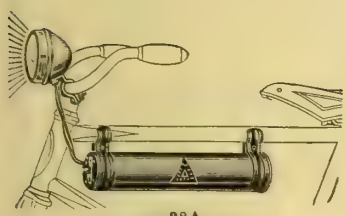


Write to us when in need of Clothes Pins.

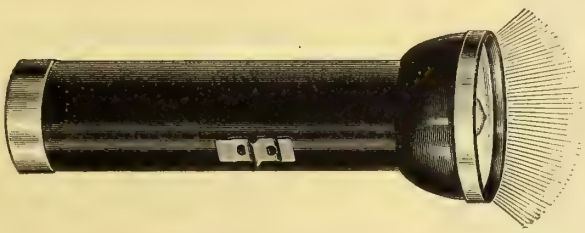
HOUSEHOLD GOODS SECTION

DELTA

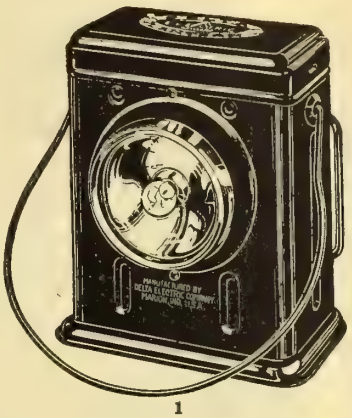
Meritorious Electrical Specialties



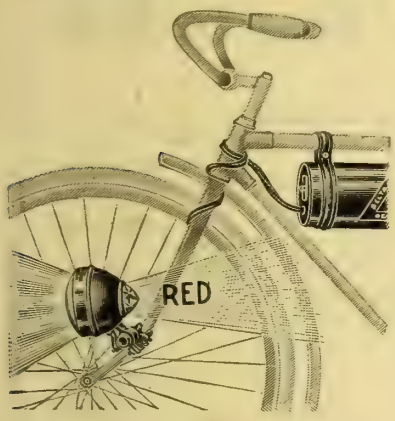
28A
Bicycle Lamp
Battery case is two-cell or tandem type. Gives extra rigid arrangement for securing battery case. One of the biggest sellers in the bicycle game.



3
Miners' Type Flashlight
Non-shortcircuiting, wireless, all metal case, handsomely finished in baked black enamel (gloss). Silver-plated, parabolic reflector, throws intense shaft of light several hundred feet, also broad diffusing light close to lamp. Permanent and flash contact, snap switch.



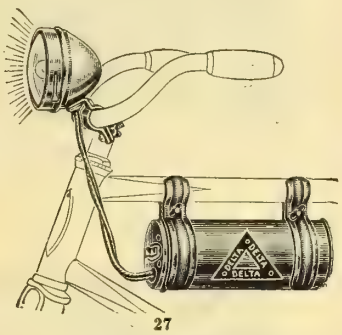
1
Electric Hand Lantern
Has all the conveniences of pocket flashlight, with utility of ordinary oil lantern. Operates on two No. 6 dry batteries. Handsomely finished in baked black enamel. 3-in. lens and highly polished reflector. Throws intense light 500 feet. A big seller.



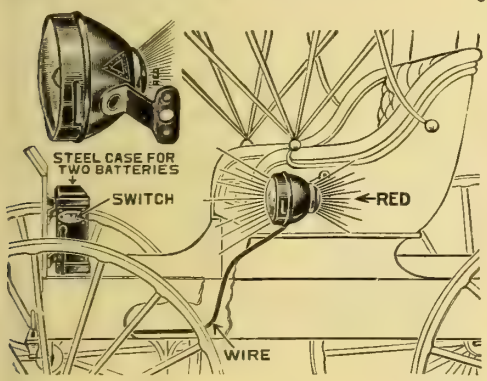
38
Bicycle Lamp
One cell battery case. Equipped with handle bar bracket, same as Nos. 27 and 28, and has extra front cork clamp. Serves as both head and tail light. Switch on battery case.

A WORD OF ADVICE TO THE TRADE

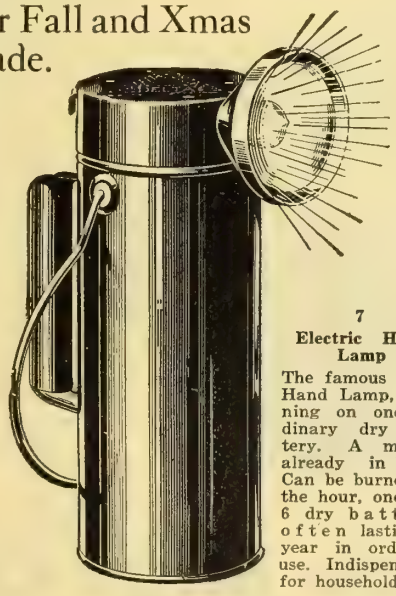
This is the best line of its kind on the market. *Mechanically perfect* and made with the *accuracy* of a *gun*. A ready seller and shows handsome profits. Material is hard to procure and is advancing in price. Place your orders *now* for Fall and Xmas trade.



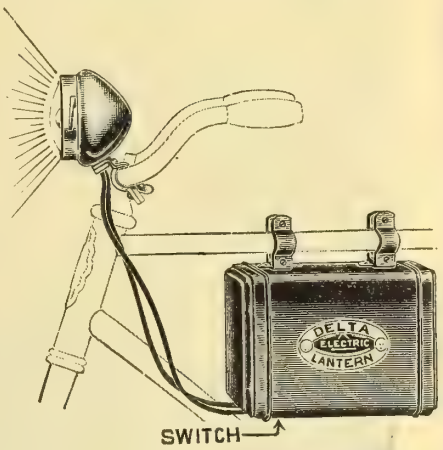
27
Bicycle Lamp
All metal construction. Exposed parts finished in weather-proof baked black enamel. Snap switch on battery case, which grips cross-bar firmly. 3-in. lens and powerful reflector. Operates on one ordinary No. 6 dry battery.



37
Electric Tail Lamp
Operates on one two-cell flashlight battery, low current bulb, lasts from 15 to 25 hours' burning. No wires. High-grade poliplane red ruby jewel 1-in. lens. Finished in weather-proof baked enamel.



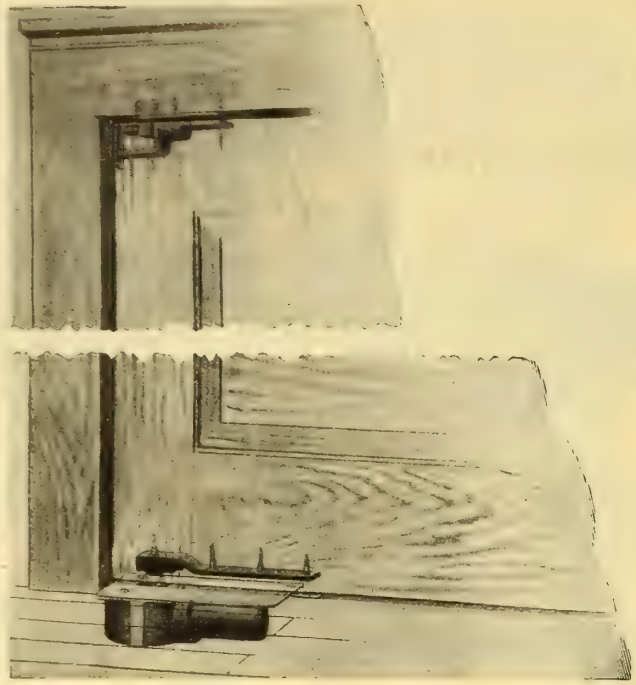
7
Electric Hand Lamp
The famous Delta Hand Lamp, running on one ordinary dry battery. A million already in use. Can be burned by the hour, one No. 6 dry battery often lasting a year in ordinary use. Indispensable for household use.



28
Two Battery Lamp
Holds two round or square No. 6 batteries. Attaches to any kind of bicycle frame. Throws light 300 to 400 feet. Extra efficient bulb and reflector reduces battery consumption to a minimum.

FULL STOCK CARRIED BY

BASTERS-JACKSON CO., 22 College Street, TORONTO

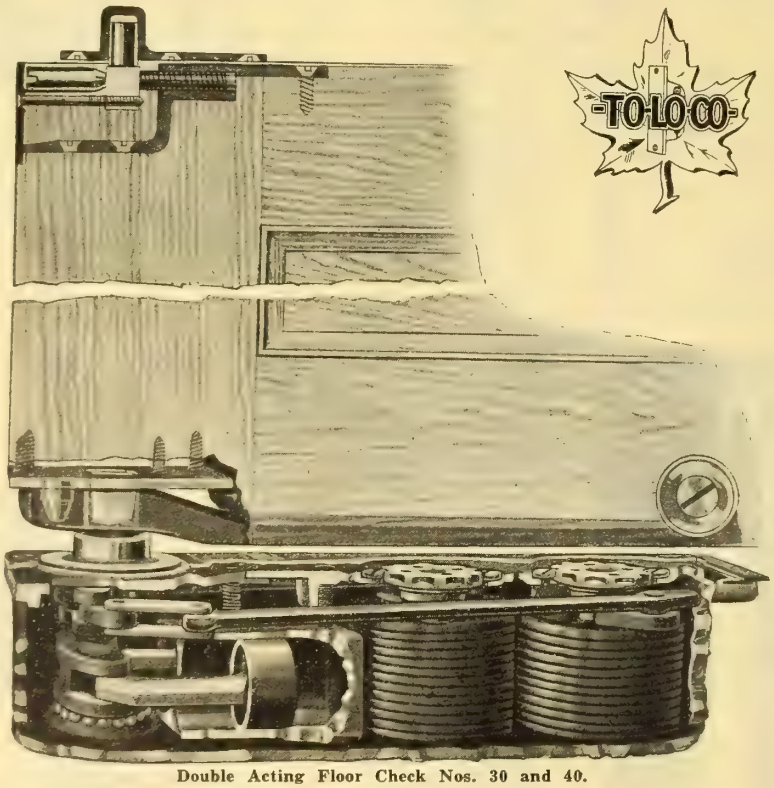


Double Acting Floor Check Nos. 10 and 15.

Mr. Hardware Merchant—

YOU sell the nails, window weights and other rough hardware for the new church, store, warehouse or residence in your locality—the least profitable.

THE OTHER HARDWARE MAN in your town who carries a stock of RIXSON BUILDERS' SPECIALTIES sells the profitable end of the hardware. Get in line and carry a stock of Rixson profit-makers.



Double Acting Floor Check Nos. 30 and 40.

Here's What to Sell

For Single Acting Entrance and Vestibule Doors—Rixson Single Acting Floor Check No. 20 and 25.

For Single Acting Interior Doors in Residences not over 3′ 0″ x 7′ 6″—Rixson Single Acting Floor Check No. 7.

For Interior Doors in Public Buildings not over 3′ 0″ x 7′ 6″—Rixson Single Acting Floor Checks No. 8.

For Interior Doors in Public Buildings not over 3′ 4″ x 8′ 0″—Rixson Single Acting Floor Checks No. 9.

For Double Acting Outside Doors not over 2′ 10″ x 7′ 6″—Rixson Double Acting Floor Check No. 30.

For Double Acting Outside Doors not over 3′ 6″ x 7′ 6″—Rixson Double Acting Floor Check No. 40.

For Interior Doors and Office Gates up to 2′ 8″ wide—Rixson Double Acting Floor Check No. 10.

For Interior Doors up to 3′ wide—Rixson Double Acting Floor Check No. 15.

For Double Acting Doors hung with D.A. Jamb Hinge use Rixson Double Acting Overhead Door Check No. 44 (old No. 4).

(This is only a Check, not a Hinge.)

For Single Acting Doors hinged with butts, use Genuine Rixson Door Check and Spring.

A—For light inside Doors not over 3′ x 7′.

B—For Medium Corridor Doors and for outside Doors 2′ 6″ x 7′ 0″.

C—For heavy Corridor Doors.
For outside Doors 3′ x 8′.

D—For outside Doors not over 3′ 6″ x 8′.

E—For Extra Large Doors.

The line that has stood the test of time.

Has satisfied the most exacting for 17 years.

Simplicity of construction and durability are two outstanding features of Rixson line.

The Merchant who carries the stock sells the goods.

Send for descriptive circulars and prices.

Place a sample order.

Toronto Lock Mfg. Co., Toronto

Factories: PATTERSON PLACE

MANUFACTURERS OF BUILDERS' CABINET AND STRUCTURAL HARDWARE

HOUSEHOLD GOODS SECTION

The Benjamin PUBLICITY SERVICE

For some years a mighty wave of sales effort has expended itself in popularizing electrical household appliances—and thousands of these current-consuming devices have been placed in the hands of the Canadian people.

Homes are usually equipped with just the number of sockets required for light, and no more.

The appliances you have sold are idle—unused—to a large extent simply from the fact that there is no convenient place to attach them.

Unused appliances are producing no revenue—are a barrier to the sales of more appliances. Therefore, it is imperative that more outlets be furnished as easily, simply, cheaply as possible. Inventive genius has found that easy way in the

Benjamin Two-Way Plug

Spread the gospel of extra outlets—encourage the greater use of electricity in every household.

The Benjamin Company is continuing its advertising work in connection with the Two-Way Plug, through the use of space in newspapers with a distribution covering the entire Dominion.

This advertising is compelling a consumer demand for the Two-Way Plug which is steadily increasing, and which directs this consumer demand into the supply store.

To obtain for the men in the industry the greatest possible benefit from this general advertising, the Benjamin Company has provided material for local use of such a nature that it will "tie up" with the national publicity. This consists of:

Newspaper Advertising	Sends customers to your store.
Window or Counter Displays	Act as "silent salesmen" working for you without cost.
Folders	These will be printed with your own name and address.
Poster Stamps	Attractive designs and colors. These add interest to your letter forms, etc.
Electrotypes	Suitable for local papers. Space is reserved for the dealer's name, and any of the cuts shown, with the name patched in, ready for printer's use, will be sent free of charge to those in the industry who will use them.

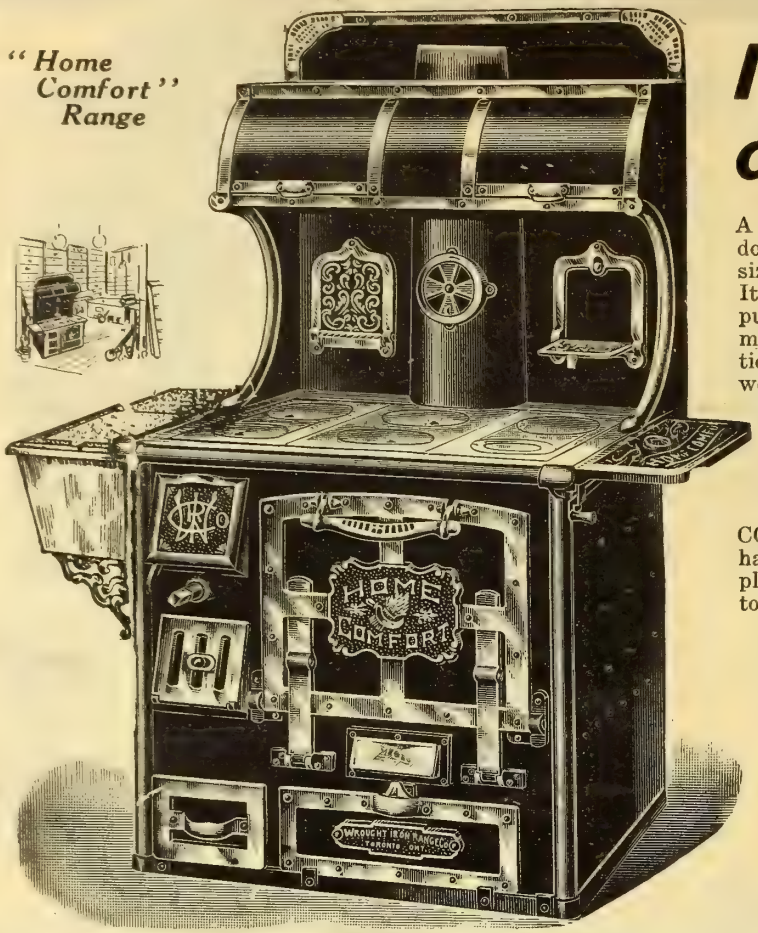
The Benjamin Electric Mfg. Co. of Canada, Limited

11-17 Charlotte Street - Toronto

BUY BENJAMIN MADE-IN-CANADA GOODS

HOUSEHOLD GOODS SECTION

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, ONT. Factory: 22 Orillia St.

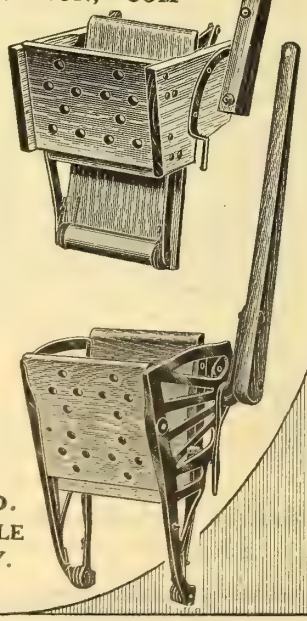
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

Wrapping Paper and Twines

BROOMS

First Cars 1917

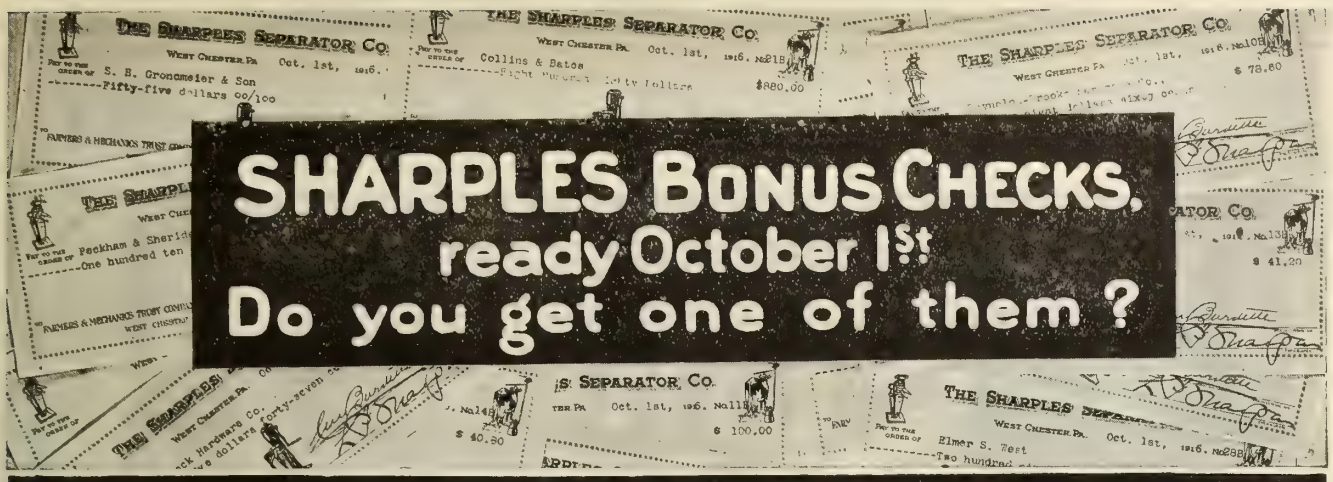
Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes



We will shortly mail all Sharples dealers who have sold five or more Suction-feed Separators, or ten or more Milker units, a bonus check. This bonus is in addition to the regular contract discount and will range from about $15 to over $1000. Last year the largest bonus check was $880, paid to Collins & Bates, Adams, N.Y. Last year we sent out over $50,000 worth of bonus checks. This year we will distribute nearly $100,000 in bonuses.

SHARPLES
SUCTION-FEED
CREAM SEPARATOR

The reason is that Sharples machines are easier to sell than other makes. The Sharples Suction-feed Separator will skim absolutely clean, whether turned fast or slow, regular or irregular. All other separators lose a lot of fat if turned slow or irregular. The Suction-feed, therefore, will save a lot of butter fat that all other makes lose, and, as butter fat has never before in American history commanded so high a price, the necessity for the Sharples Separator and the opportunities for its sale are apparent. There are thousands of prospects for a Sharples machine who would not be interested in any other makes.

SHARPLES MILKER

—is the fastest-milking Milker built. Repeated official tests have shown this to be true. It is most durable and least likely to cause trouble, and is the only milker with an individual adjustment, so that each cow can be milked individually.

Therefore, the dealer with the Sharples line is in a different position from dealers with other lines. He has an exclusive proposition and one offering greater possibilities.

We want good, live substantial dealers, who can handle large exclusive territories; hence, our offering the bonus for quantity sales.

We want to keep our dealers so far apart that all of them can make a big profit and build a permanent business with our line.

Our separator contract for 1918 is the most co-operative and liberal that we know of, and our Milker agreement offers wonderful opportunities for those in position to sell Sharples Milkers.

If interested in making more money and building a permanent and profitable business, write us and we will be glad to give you some facts and figures and go into detail.

The Sharples Separator Company

TORONTO, ONT. **REGINA, SASK.**

The Mitchell & McGregor Hardware Co., Brandon, Man., *Distributors for Manitoba*

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Pure and Durable Iron

Nails from the old Fairbanks House at Dedham, Mass.—in service 275 years. Analysis shows 99.841% Pure Iron—very low contents of Sulphur, Carbon, Copper and Manganese.

At the meeting of the Canadian Railway Club at Montreal, in December, 1915, Mr. W. E. Ramsay, Construction Engineer of the Canadian Pacific Railway, stated, during a discussion of durability of iron and steel,—

"I have in my hand a piece of band iron which I presume is 12 gauge, and which was used in the construction of a flume in Ontario in 1861. It was removed in 1913, and you can see by examination that the detrioration has been uniform both on the exposed portion of the band and the side that was next to the wooden flume. This piece of iron was exposed to the atmosphere for over fifty years, and while the deterioration is not very great, this iron shows a purity equal to any iron manufactured in the world to-day.

"I further believe that the care taken in making the basic materials used fifty years ago is the reason for the durability of this iron. Fifty-three years exposed on both sides and no paint! The analysis is 99.87% pure iron against impurities."

Armco (American Ingot) Iron is guaranteed never to contain more than 16/100 of one per cent. of impurities. The average actual iron content of that produced in 1916 was 99.88 per cent. In physical evenness it is actually superior to the fine old metal of our grandfathers' times. It is The Iron That's Made to Last. Send for a Copy of "Defeating Rust—The Story of Armco Iron."

AMERICAN ARMCO IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL COMPANY

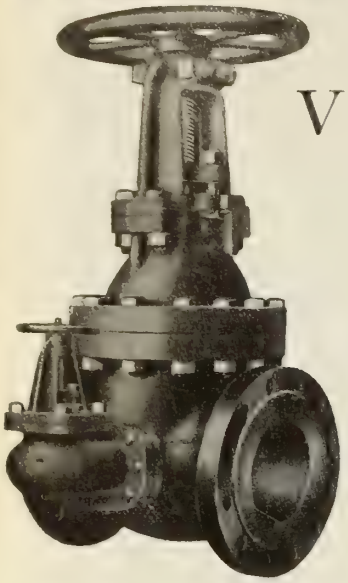
Licensed Manufacturers Under Patents Granted To
The International Metal Products Co.

Middletown, Ohio

Armco Iron Sheets and Plates, Roofing, Pipe, Gutter and Metal Lathe.

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

"McAVITY"



VALVES

GLOBE
ANGLE
CHECK
GATE

WITH or WITHOUT
YOKE OR
BY-PASS

BRASS OR IRON

Screwed or Flanged

SIZES ¼" to 12"
PRESSURES 125 to 500 lbs.

FITTINGS

STRAIGHT
AND
REDUCING
FLANGES
BLANK, DRILLED
OR SPOT FACED

SPECIAL VALVES AND FITTINGS TO ORDER AT PROMPT NOTICE

T. McAvity & Sons

Limited

Wholesale and Retail Hardware, Brass and Iron Founders

St. John, N. B.
CANADA

MONTREAL TORONTO WINNIPEG

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

If interested, tear out this page and keep with letters to be answered.

Get the Beaver Board Story from a Dealer You Know Personally

If not in your own city, in some neighboring town there is an enthusiastic Beaver Board dealer—a man you know personally—a successful merchant whose word is as good as gold.

Get the Beaver Board Story from him—We'll give you his name.

Then you can ask him any questions you like. You can find out how his trade has increased from year to year, and how his profits have climbed up in proportion. He'll tell you how the uses of Beaver Board have multiplied, how the old wallboard objections have been overcome, how Beaver Board is now surface sealed and sized by the *Sealtite* process to prevent warping or bulging.

He'll tell you a lot of other good things about Beaver Board that will come better from him than they would from us. It's an interesting story and a profitable one for the merchant who acts quickly.

Some one in your town will sell Beaver Board. Why not get this profit yourself?

Write us for the names of dealers you know.

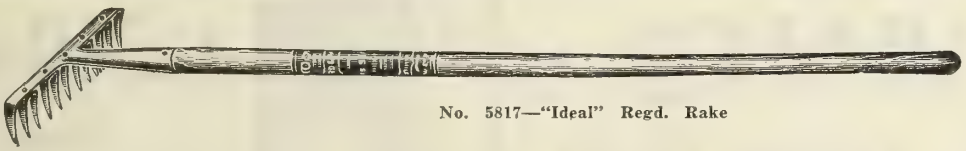
THE BEAVER COMPANY, LIMITED
420 Wall Street, Beaverdale, Ottawa, Canada
Plants at Ottawa and Thorold, Ontario

BEAVER BOARD
FOR BETTER WALLS & CEILINGS

Made in Canada

Made in Canada

W P



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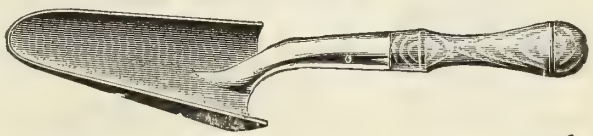
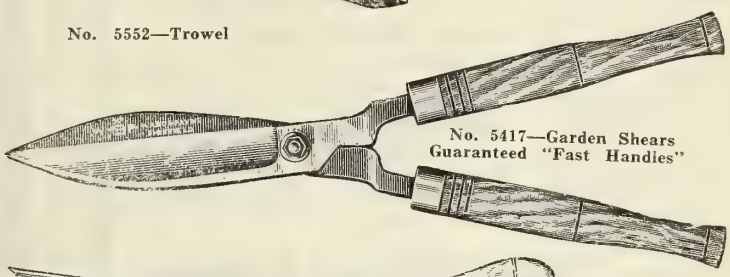
Established in 1803

World's Famous Garden Tools

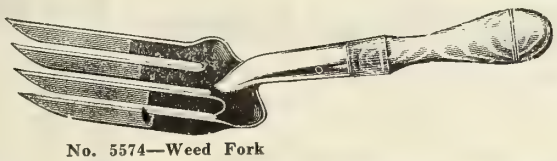
Stocked by all the principal jobbers and Seedsmen



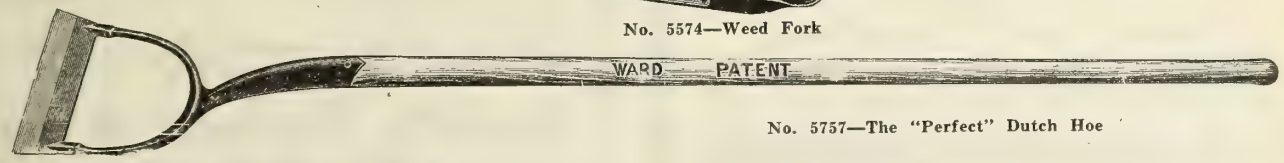
No. 5552—Trowel



No. 5417—Garden Shears
Guaranteed "Fast Handles"



No. 5574—Weed Fork



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WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

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ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
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"The BRITON" DOOR SPRING & CHECK

Keeps out "The Germs."

MADE ONLY BY

Wm. Newman & Sons

LIMITED

BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., Calgary, Alta.

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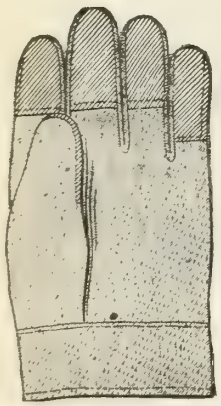
REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

"Belleville"

Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

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"Reed's" Plastic Asphalt Roof Cement

A quick and permanent repair for Slate, Metal, Shingle and Composition *Roofs*. 25 years' continuous use has proven "Reed's" *Cement will do the work.* Simple to apply, will not Harden with cold or Run with heat. Always remains *Plastic*.

Order from your jobber or

GEO. W. REED & CO., Ltd.

Manufacturers

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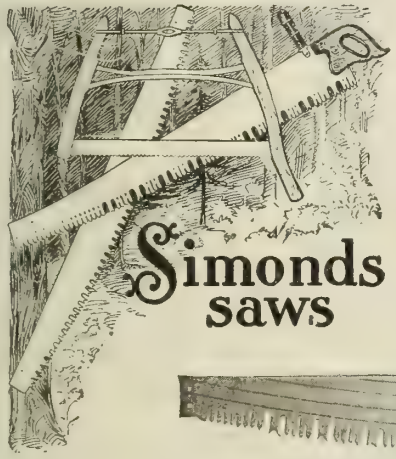

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No. 10½. Sway Back Hand Saw.

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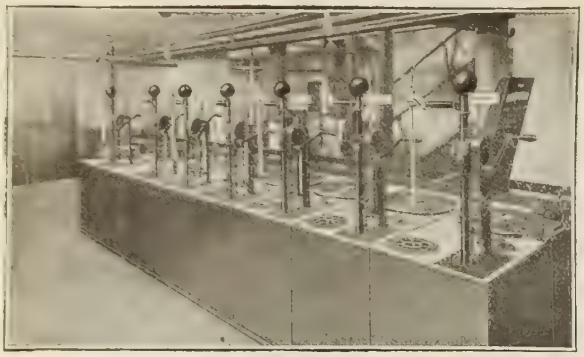

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ESTABLISHED 1885

Paint Oil Storage Systems

Provide every facility for storing and handling paint, oils and varnishes with safety—economy—convenience and profit.

Keep these liquids free from dirt, dust and deterioration; remove the fire hazard due to oil-soaked floors and rags; prevent dripping and spilling.

Assure accurate measure to yourself and customers; place your oil department on a systematic business basis. Built for any capacity or requirement.

Write for interesting literature

S. F. BOWSER & CO., Inc.

Sales Offices In All Centres — TORONTO — Representatives Everywhere

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that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

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Milbury, Mass., U.S.A.

CANE'S Clothes Pins

NOT

"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited

MANUFACTURERS

Newmarket Ontario

Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST, TORONTO

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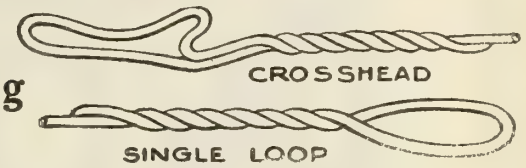
Manufacturers of high-grade trucks. Above illustrates popular style of rubber-tired truck. Write for prices.

The London Foundry Co., Ltd.
LONDON, ONTARIO

Wire Bale Ties

and Bailing Wire

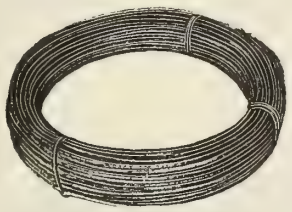


Quick Delivery

Your customers need Wire Bale Ties and Baling Wire in large quantities for the big hay crop this season.
LARGEST STOCK IN CANADA. BEST QUALITY AND BEST PRICE.
Wire Nails, Staples, Fine Wire. Wire drawn to order.

Specialists in this Line.

The Laidlaw Bale-Tie Co.
Limited
Hamilton - Canada



A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
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London, Eng.: M. Bryan, 24 Aldgate

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

P H
TRADE MARK

QUALITY FILES

—

The Standard of File Efficiency

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Made in Canada
By Canadians
For Canadians

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Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

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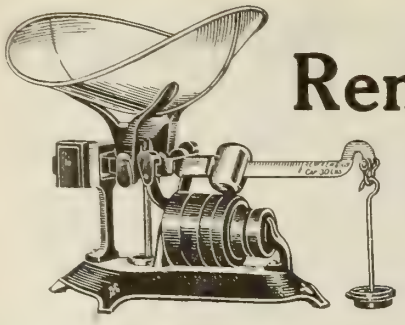


The **Renfrew** Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

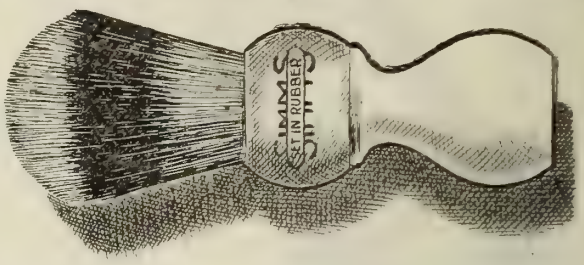
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

ARE THE SHAVING BRUSHES YOU SELL MADE IN CANADA?



Do you know that the finest shaving brushes produced are made right here in Canada by Canadian labor, guided and controlled by Canadian brains?

That the factory in which these brushes are made is the finest and most modernly equipped brush factory in the world to-day?

That Quality is the foundation on which this big business has been built?

That they are made by one of Canada's leading industrial organizations financed entirely by Canadian capital?

That the firm making these brushes, jointly with its employees, have taken as their slogan,

"BETTER BRUSHES"

Better to-day than anyone else can make them; better to-morrow than they are to-day.

These brushes are sold under this trade-mark:

TRADE SIMMS SET IN RUBBER MARK

This should help you to decide where your future purchases should be made.

T. S. SIMMS & CO., Limited

MAKERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N. B.

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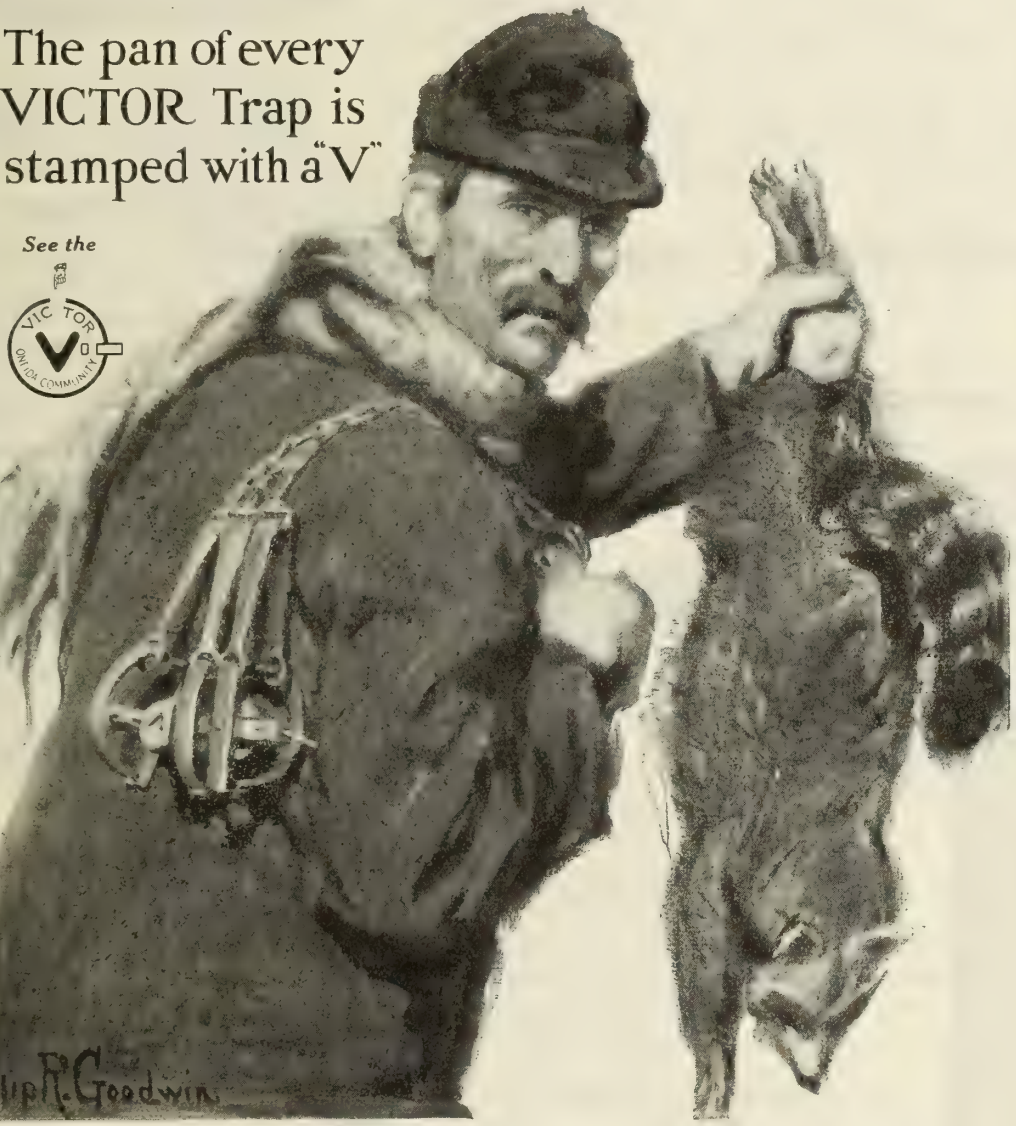
"VICTOR" and Vanquished

The pan of every VICTOR Trap is stamped with a "V"

See the



ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Be sure you have good stocks for Spring muskrat trapping. Furs are high.

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Lawn Mower Orders Placed Before Dec. 31st

Despite the unsettled condition of the steel and iron markets we are confident of being able to deliver by April, 1918, all orders for Taylor-Forbes Mowers booked before December 31st. We urge dealers to book their orders as early as possible and thus assist us in overcoming as far as possible the present abnormal conditions. If your jobber cannot quote on T-F Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

CHIEF OF THE DEPARTMENT OF AWARDS

DIRECTOR OF EXHIBITS

SECRETARY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

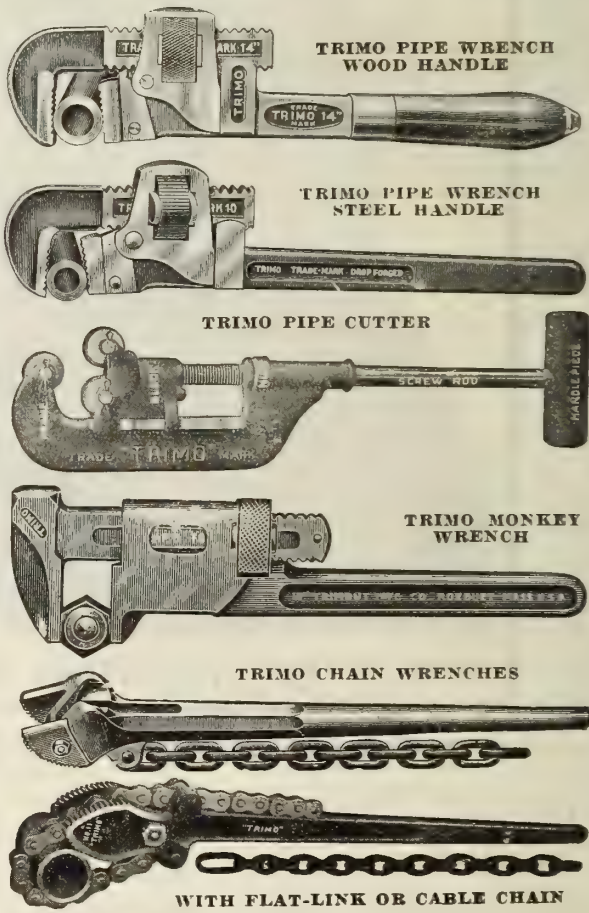
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Weather Strip Saves Fuel

This is a sales-winning fact which is especially strong in view of the high price of fuel. And there's no bigger fuel-saver of this kind than—

COMFY WEATHER STRIP

Bring the benefits of "Comfy" to your customers' attention. It will pay you in big profits.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

Fast Selling Line

MENDETS
A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

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DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

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"No matter what the rubber article may be, if it carries a Dominion Rubber System Brand, I am always sure that the quality is dependable and that it will give satisfactory service."

Hardware and Plumbers' Supplies were the Rubber articles this large user had in mind and his opinion was based upon many years of experience with Dominion Rubber System products.

His testimony goes to emphasize the attention we give to the qualities of our products. We insist on absolutely reliable quality in workmanship and in material, and we stand back of the products that carry our name and brand.

When in need of rubber for your trade, write to our nearest branch where prompt and intelligent attention will be given to your orders.

Canadian Consolidated Rubber Co. Limited

Head Office · · MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, and Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, OCTOBER 6, 1917 No. 40

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Stanley Works

Products are made-to-order

THERE is nothing quite so satisfactory as to make for yourself whatever you want, exactly the way you know you want it. That is the way THE STANLEY WORKS products are made.

The steel used in STANLEY products is manufactured by THE STANLEY WORKS in its own steel mills. THE STANLEY Steel Plant is one of the best equipped Cold Rolling Steel Mills in the United States.

Depending upon the use to which it is to be put, there is considerable difference in the composition of the steel from which the great variety of STANLEY products are made. A STANLEY plated butt is manufactured from one kind of steel; a STANLEY japanned barrel bolt from another.

Tireless experimenting and seventy-three years of experience has shown THE STANLEY WORKS just what kind of steel is best for each and every item it produces. Having once found what kind is best, it is made to order by skillful workmen in THE STANLEY WORKS' own steel mills.

STANLEY products are superior because the material from which they are made is scientifically prescribed in each case, and then carefully manufactured by THE STANLEY WORKS itself to meet the requirements of your trade.

Next time you order shelf or builders' hardware be sure to specify STANLEY products by name and number. If you have not a copy of THE STANLEY WORKS catalog write for it to-day.

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal

METALS · CHEMICALS · GLASS
B&SH Established 1790

Tinplates

Prompt shipment from Stock at Montreal.

95-100-107-135-155lb.
14 x 20 and 20 x 28"

Further imports from U.S. subject to license.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

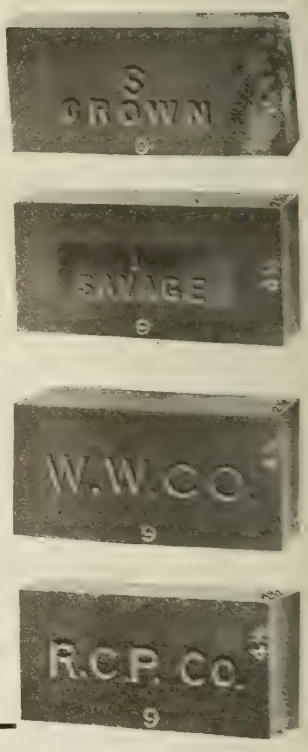
Fire Brick for every purpose

We can supply High Grade Fire Brick in all Standard sizes for any purpose. Let us know what they are to be used for and we will recommend you the most satisfactory grade.

9 inches square—Arch, Wedge, Keys, Circles, Cupolas, Splits, Rectangular Tile, etc.

We make a specialty of mixed shipments of Fire Brick, Sewer Pipe, Flue Lining, etc., shipped in the same car.

Send for our general catalogue, it gives a great deal of useful information on our lines.



The Toronto Pottery Company, Limited

Dominion Bank Building
TORONTO

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, OCTOBER 29, 1917 No. 40

Demonstrations Bring Crowds

Possibilities in House Furnishings—Interior Display—Co-operation in Securing and Pushing Demonstrations Effective—Traffic Blocked—Retailer Helps by Consistent Advertising and Smart Store Display—Knowing Your Goods Most Important.

WHY is it when house furnishings are mentioned that a great many retailers pass over this important branch of their business with the thought, the line is too small, sales are limited, why should I bother when other things bigger are pressing?

House Furnishings an Extensive Line

What are the other things that are bigger—look at your house furnishings line and see what it comprises—tinware, enamelware, stoves, ranges, and heaters, washing machines, clothes wringers, refrigerators, crockery—in fact, the articles are too numerous to mention. Are you giving these goods proper space in your store—do you give them window displays—do you advertise them in your local paper—are you taking advantage of manufacturers' offers for special displays?

Arrangement of Store Space

Let us deal with space these lines occupy in your store. We have often dealt with the proper showing of stoves and ranges, so it is unnecessary for us to elaborate at this writing. However, we might repeat on this point—keep the stoves polished—do not use them as display counters for other goods—give them space in a special room apart from the rest of the store, if possible. This enables you or your clerks to concentrate on your prospects without outside influences to attract your attention or theirs.

Washing machines and clothes wringers, which also take up considerable space, should be kept clean and ready for operation, so that the prospective purchaser may see just how the machine works.

With enamelware and tinware various methods are employed in the successful display of the many items, and it might be well for all merchants to change the arrangement of these goods from time to time. Most merchants use the shelving which is supplemented by counters, and this arrangement is decidedly effective.

Manufacturers Plus Retailers Give Demonstrations

There is, however, one point we wish to bring out, and owing to its successful

Interior view of Alex Ballantyne store of Brantford. A house furnishing display that will produce sales.

use by many merchants, feel that it can be enlarged upon. In an interview with Mr. Alex. Ballantyne of Brantford, the importance of utilizing all manufacturers selling helps was brought out, and as these are supplemented by actual demonstrations, the value of this feature is two-fold.

There are many manufacturers who will gladly co-operate with you along these lines, and that the returns are exceptional is Mr. Ballantyne's experience.

Co-operation with the producer, by means of advertising, interior and window display, and enthusiastic following up after the demonstration is actually over, is bound to bring results, and merchants who have followed out this plan, are enthusiastic as to the results brought about by demonstrations of this kind.

Practically every line of merchandise sold in a hardware store may be featured in this way.

Mr. Ballantyne goes on to say: "A series of events can be arranged, covering, say, every Saturday for a period of about six weeks, and embracing each week one of the lines featured by your store. One week it can be stoves and ranges, another it might be washing machines, the next special paints or a kalsomine preparation and so on. Any manufacturer who has a product worth while that will easily lend itself to such a demonstration, will be found willing to co-operate if he is following along the most progressive lines."

Crowds Hold Up Traffic

Mr. Ballantyne then went on to state that he had worked this very successfully this Spring, when a number of demonstrations had been held in succeeding weeks and had attracted great attention. Saturday being Brantford's market day, was the day always chosen and the crowds that gathered in front of the windows when one or two in particular of the lines were being featured, threatened to stop the traffic.. "I am thinking particularly," said Mr. Ballantyne, "of a demonstration given by a firm that is putting a kalsomining product on the market. The man they sent knew his job, and did really wonderful work in the window by means of air brush, stencil, etc, and that the public were surprised and delighted by the effects gained was evidenced by increased sales from that time up to the present."

Mr. Ballantyne believes that these events should be advertised in advance and every help should be given the manufacturer to make the money expended of benefit to both of the parties involved. "Never," he says, "has the manufacturer been as willing as he is to-day to help the retailer to sell his goods, after they are on his shelves."

Retailer Must Push the Thing Along

When demonstrations of any one line are held in his store, Mr. Ballantyne cooperates by advertising and making special displays, and it is, of course, hardly necessary to instruct the sales force to talk these goods on that day, as the customer is likely already discussing them when he enters the store.

As has been said before, this one merchant enthusiastically believes that this method of publicity has more direct drawing power than all others, and believes that those manufacturers who are neglecting to thus back up their other lines of advertising have a big lesson to learn.

Store Display Carefully Arranged

The view of Mr. Ballantyne's store as reproduced on the preceding page, clearly demonstrates how carefully arranged are his displays of all lines. Down the centre of the store are tables on which the many small items in tinware, galvanized ware, etc., constantly in demand, are conveniently shown.

The arrangement of the store throughout is excellent, and it will be seen how prominence is given to counter displays and attractive hangers from manufacturers. These hangers establish a connecting link between the national advertising conducted by many manufacturers and your store, and for this reason should be given necessary prominence.

Paints Should Not Be Overlooked

The Paint Department of the average retail store is undoubtedly complete in itself, but might it not to some extent, at least, class with your house furnishings trade? There are inside and outside house paints, varnish stains, varnishes, furniture paint and enamel, all belonging to the house, and as such should be borne in mind when calls for other house furnishing goods are made. Study of the paint situation is absolutely necessary to the successful sale of these lines. There are so many lines of paint —so many uses for which they are adapted that the retailer must really specialize to secure the best results.

Mr. Ballantyne brings out this point most convincingly in giving one of his experiences on selling paint. He says: "I have made a special study of all the qualities, covering ability, weather resisting properties, etc., of the line of paint that I feature here. The other day a man called and questioned me about paint, and on hearing my price started to leave the store. I had, however, the facts and figures before me. I knew the paint I was selling and what it could do. I also knew the line he was contemplating purchasing. A few minutes talk, clinched by actual facts and figures that could not be gainsaid, and I had convinced my customer that mine were the cheaper goods to buy, and the sale was made."

A man who had not made such a thorough study of the matter as Mr. Ballantyne had, would certainly have lost that sale, as paint is only paint to a vast number of people, and the price is the only feature they naturally consider until they are thoroughly convinced by clear reasoning and undoubted facts that there are paints and paints, and that there is as much difference between a good paint and a poor one as there is between sand and clay loam.

There, are, then, many features to the house furnishing line in your store, and there are many ways of promoting increased interest in the sales force and your prospective customers. Most certainly, an actual demonstration of the goods is effective—start now and arrange for at least one demonstration before Christmas. Its success will be a sufficient stimulant to your planning several for next year.

Look over this department, see if it has been given sufficient prominence in your sales programme—careful nursing will make this department the biggest in your store.

Prosperity in Canada's Grain Crop

Field Crops Harvested This Year Valued at Over Billion Dollars—Financiers Optimistic Over Business Outlook—Wholesalers Report Increases—Agriculture Big Factor in Future Development.

BUSINESS conditions in Canada are due for a period of greater prosperity than they have been experiencing of late. This statement, based on the reports of the Canadian grain crop harvested this year, is confirmed by financial men throughout the country. From farmers and from millers come glowing reports of the vastness and richness of the crop of the Canadian West. Not only does it exceed in proportion the largest crops in the past, but its quality surpasses the best of other years, as is evidenced by the larger returns of flour being secured from the grain. At prevailing prices Canada's wheat crop this year is estimated to be worth $550,000,000, while the total crop of all grains is over one billion dollars.

The value of the Western crop this year far exceeds anything in the past, and already its effect is apparent in the increasing prosperity of the western farmer.

Thomas Findley, President and General Manager of the Massey-Harris Company, has just returned from a visit to the West, and has brought back optimistic reports. He states that with such a large crop and high prices the western farmer will reach a standing in regard to financial matters which would not have been thought possible a few years ago. Evidence of this is found in the manner in which the West has been exploited this year by automobile agents. To-day the western farmer is the man with the money, and he will undoubtedly be found in the majority among the subscribers to Canada's new war loan which is to be floated very soon. From now on he will be a man of means, and the outlook is that he will

(Continued on page 65.)

Ads That Interest Householders

Change of Weather Offers Special Opportunities For Advertising Seasonable Goods—Harvest, Preserving, Hunting and Dark Weather Requirements Emphasized Now—Ads Should "Produce Sales."

THE advertising of specially seasonable lines for Fall weather is the outstanding feature of recent hardware retail advertising. At this time of year the demand for goods undergoes a big change in character and merchants should bear this in mind when arranging publicity matter. Careful attention should be given to the preparing of advertising matter at any time, even though a little special care is urged at this time of year in order that the maximum results may be secured from the outlay for advertising.

Some merchants hold the theory that advertising is more or less of a fair weather expense. When times are good and there is plenty of money on hand, they devote a little of it to advertising. Others seem to think that it is simply their duty to keep the local paper alive, and they buy space accordingly. Both theories are wrong.

At such times as these the merchant should use greater care than ever with his advertisements. Just as it is imperative for him to watch the leaks, so should he be careful that he gets full value out of his ads. He can do this by advertising carefully, by seeing to it that his advertisements contain something THAT WILL PRODUCE SALES. Now more than ever his advertisements must be timely, must be to the point, and must be specific. The ads should be specialized. Up-to-the-minute items should be picked out and pushed hard. Describe them. Quote prices. Make your ads mean something. Be careful of your advertising expenditure, but boost harder through your regular accepted mediums than ever before.

Change of Seasons Offers Special Opportunities

The change of seasons is at hand, offering another unique opportunity for the merchant to avail himself of a big natural factor in securing big results from his advertising. The change of climatic conditions brings with it a new demand, and it is, therefore, at such times as these that advertising should be pushed.

A glance over a considerable portion of the retail hardware advertising being done in Canada to-day reveals the fact that while many merchants apparently realize the advantages to be secured by seasonable advertising, yet there are many who do not, and who are therefore not securing the maximum returns from their expenditure. Apart from the seasonable character of advertisements there is also the matter of knowing how to appeal to readers, and this feature has been grossly overlooked in the preparation of much of the weak advertising matter which is seen in the newspapers of Canada to-day.

For the purpose of indicating to hardware dealers throughout the country what is meant by seasonable advertising, and by directing an appeal which will bring results through all publicity matter, a number of advertisements will be printed from time to time and descriptive matter published in connection with other ads worthy of comment. It is not designed to go into any theoretical details of various types of advertisements, but merely to emphasize in a general way the advantage which certain merchants are establishing over others by use of seasonable and catchy advertising matter.

Distinctly Seasonable Goods

There are many distinct seasons of the year which should be borne in mind by advertisers. At this particular time the demand for summer goods has given way to that of Fall and Winter goods. That is speaking in a general sense. Going more into detail, it is evident that the demand for warm weather goods such as certain lines of sporting goods, campers' supplies, etc., is giving way to that of harvest and threshers' supplies. Preserving time is here; stoves, furnaces and heaters are in seasonable demand; the dark nights are here bringing a demand for electric and gas lamps, lanterns and flashlights; the hunting season has opened in some localities and in others will open within a few weeks. It is not quite time for skates, sleighs and other sporting goods lines characteristic of winter, but there are four dis-

Three examples of seasonable advertising matter which recently appeared for hardware dealers in Canadian newspapers. Each represents a distinctively seasonable line according to the characteristics of the local community and contains some appeal to interested customers. A point of contact is established in each instance with the interest of certain buyers in the district reached by the newspaper. Seasonable advertising will always prove a big factor in producing sales and establishing a more efficient basis for publicity work.

tinctly seasonable lines of goods as named above which can be pushed vigorously in advertising matter at the present time.

There are many other lines of goods in the hardware trade which are not characteristic of any one season of the year. Such lines as kitchenware, builders' supplies, shelf hardware in general, and automobile accessories, are lines which can stand being advertised periodically throughout the year, though the demand naturally is heavier in certain months.

Reprinted herewith are three advertisements which convey a general idea of what is meant by seasonable advertising. There are no outstanding marks of brilliance about the advertising, but being to the point and being seasonable, increases its value tenfold whether it is theoretically correct or otherwise.

Appeal to Sporting Community

On the left is shown an advertisement by the Morton Hardware Company of Vegreville, Alta., which appeals to the sporting community interested in hunting. This sport was in full swing at the time the ad was published. Its somewhat original style of appealing to the huntsman in much his own language is another strong point of the ad. The catchy heading says: "Aren't you tired of Borrowing the Other Fellow's Gun? If you are not, then let us whisper something to you: 'He is.' Own your own things, then you won't spoil all the fun of the outing in fearing you'll break the gun or whatever you have borrowed."

The Morton ad is seasonable, catchy and carries an appeal direct to the person interested in hunting. With these three characteristics of good advertising, it is only logical to expect that results would be obtained.

Dark Evenings of Winter Season

In the centre is an ad of the Gravenhurst Hardware Company of Gravenhurst, Ont., which is equally seasonable, though representing an altogether different line from the Morton advertisement. Seasonable advertising is representative of the characteristics of the community, and therefore may differ widely even in contiguous sections of the country. In this case the ad constitutes a reminder of the near approach of early dark evenings with the coming of Fall weather. For this reason an ad is entirely devoted to lanterns and lantern globes. Some other hardware firms are advertising flashlights for the dark winter evenings. It is a seasonable line and being a real requirement chiefly in the rural districts, it only requires a good strong advertisement to act as a sufficient reminder to bring in much business from the community.

The Preserving Season

On the right is a distinctively seasonable ad, representing one of the lines already dealt with. Preserving time brings a demand for certain lines of goods carried in the hardware stock, and is therefore worth special attention during this season. In addition to glass jars for the actual preserving, the demand is for kitchen utensils for the purpose, and may in many cases even extend to stoves and heaters. The ad reproduced herewith in connection with the preserving season is by J. G. Hayes, Dryden, Ont., and emphasizes the sale of preserving kettles, granite and tinware, ranges and heaters.

Details of some other timely advertising appearing for hardware firms in various parts of Canada is given herewith. This is along the same line as the information which has been appearing in HARDWARE AND METAL for several weeks past under the heading of "What Hardwaremen Are Doing." This information concerning the class of advertising appearing throughout the country should be advantageous to the merchant in selecting seasonable lines, and making the required appeal to produce results.

Lamps and Flashlights for Dark Weather

Electric lamps and flashlights were emphasized in recent advertising by R. Chestnut & Sons, Ltd., and James S. Neill & Sons, Ltd., of Fredericton, N. B. "Genuine——Electric Lamps, new goods just received," is the heading under which electric lamps of 15, 25, 40, 60 and 100 watt type were featured by R. Chestnut & Sons, Ltd. Nitrogen lamps in all sizes also received mention by this firm.

"Prepare for the coming long winter evenings by getting a Flashlight," says an ad of J. S. Neill & Sons, Ltd. Continuing, the ad says in part: "There is no lamp that can compare for convenience and reliability with the flashlight."

Both the above lines are seasonable and are being strongly emphasized on account of the weather conditions which are now prevailing.

Shooting Supplies for Hunters

Making use of the duck hunting season as a timely subject for advertising, W. R. Phillips of Havelock, Ont., recently published an ad containing details of shells, powder, guns, primers, wads, etc. The ad consisted of an announcement that the duck hunting season commenced on a certain date. "Guns sold and rented by the day," was a statement contained in the ad, which by its tone served to encourage sportsmen to enjoy duck hunting and to "secure supplies at Phillips' store while the stock was at its best."

The foregoing details of what some hardware merchants are doing in the matter of advertising, with special emphasis directed to the matter of pushing seasonable lines and of using some unique way of drawing attention, should be of help in aiding merchants to formulate strong advertising matter. In subsequent issues special lines will be dealt with, and the strong points of the most effective advertising of those lines will be emphasized.

MEETING OF WHOLESALERS

With a splendid attendance including representative men in the trade from Toronto, Hamilton, London, Ottawa, Collingwood and Quebec, the Canadian Wholesale Hardware Association entered upon the annual convention this week in the Windsor Hotel Montreal. The proceedings as opened by President Dowling, and carried on during meetings at which men prominent in the trade gave important addresses, were characterized by great optimism, and the strongest note apparent during the Wednesday meetings was the general feeling amongst all speakers that the period of high prices and rapid alterations of values in hardware stock is likely to be soon at an end if the end is not already here. Steadiness of markets ahead and less frenzied fluctuation would seem to be the expectation of all the good authorities, and the fact that the manufacturers present as well as wholesalers were of similar opinion and able to assure the wholesale trade of their hearty co-operation to the desired end was favorably commented upon.

GROWTH OF SHIPBUILDING TRADE

It is gratifying to note that Canadian manufacturers are making a success of their shipbuilding operations—it being estimated from recent investigations that at least one hundred and fifty million dollars is now being spent in ship construction in Canada. Thirty-five steel and thirty wooden steamers are under construction, in addition to a countless number of sailing vessels and smaller craft.

Six big steel steamers are being constructed at Montreal. Each is of 7,000 tons—there is another of 5,000 tons. Four wooden steamers ranging from 1,500 to 2,000 tons are nearing completion at the Isle d'Orleans. Three 3,000-ton steel steamers are being built at New Glasgow, N.S. Sheet Harbor, N.S., and Shelburne, N.S., will have a couple of wooden boats ready soon. Four oil tankers, in addition to an 8,000 ton steel vessel are being rushed along at Collingwood. Toronto recently launched four vessels and has half a dozen more to come, two of which will be of 5,000 tons each, and the others a little lighter. The Orleans is one of the ships under construction in Toronto for the French Government. Port Arthur is turning out five 3,400 ton steel steamers and two 8,000 tons steamers are building at the Pacific coast.

The shipbuilding yards are being employed full time and have war orders which will keep them busy for several months. Ways and means of utilizing to the full Canadian resources and possibilities with respect to an accelerated shipbuilding programme will be reviewed during the visit of Lord Reading and Lord Northcliffe during the week. The United States is permitting the exportation of steel plates, recognizing that shipbuilding is a war purpose.

Now Time to Study Business Insurance

Take Time by the Forelock in These Days of Unusually Profitable Conditions.

By Henry Johnson, Jr.

RIGHT now I want to induce you to give serious consideration to the question of Business Insurance.

What is business insurance? At the risk of having you turn the page without reading further, I'll tell you: It is **saving money and putting it away where it will accumulate.**

Now, you'll miss it if you do not read further—take my word for it. So let's get the outline first and tell the why afterwards.

The scheme is to provde for business expenses only, as a starter. Determine what you must keep each month with which to pay your rent, help, heat, light, etc. Then settle on a certain minimum sum which you will take out and put away **before any profits are figured, before you take out any "spending money," before you pay your bills!** Get that last: BEFORE YOU PAY YOUR BILLS.

Begin small. Take as little as $5 per month for a breathing, if you do not feel sure you can take more. But make it $10 or $25, or more if possible; and remember that this system is going to make a lot of things possible for you that hitherto have been in the "Can't-be-done" class.

Never Reduce—Never Quit—Never Withdraw

The idea is that the beginning must be modest because the most fundamental point is that money once saved must not be used again—except as I shall indicate later on—and, though you will gradually increase the monthly savings, you must live up to the new schedules whenever you make the sum larger. For the keystone drops out the minute you permit yourself to backslide.

Whatever the sum fixed upon, take it out of the safe first thing on the first business day of each month and deposit it in a separate savings account. So entirely separate must it be from the rest of your funds, that it is well to use a separate bank for this account. Never mind the interest now—let it be 3%, 3½% — the present point is to accumulate it. **And every cent of interest earned must be redeposited to accumulate with the capital.**

And note this: It's no matter whether your bills are paid or not. Pay no attention to any other obligation on that first morning of the month. Do nothing, think of nothing, keep your mind free and clear of all other things until this particular money is drawn out and put away.

The benefits are almost beyond computation. Here are a few:

First, there is the accumulation itself, which grows wonderfuly. Just how wonderfully may be sensed from the fact that as little as $25 per month thus put away at an average of 6% compound interest will yield just about $30,000 in 30 years—a comfortable competence for the merchant 30 years old to look forward to when he's sixty. In other words, **the saving of $9,000 during those years, at $25 each month, will produce $30,000—$21,000 of it earned for you by somebody else!**

Second, you are kept scratching for funds. You return to your store and every bill you have stares you in the face. The effect is surprisingly sobering. It makes you think seriously and figure closely on every purchase you make. You invest neither in merchandise nor in "improvements" of dubious value or utility. Better have the money in a business-insurance fund than tied up in a lot of fancy fixings which often are merely in the way.

Become Brisk, Insistent Collector

Third, you become a keener collector. You are actually more sincerely in need of funds and therefore more convincing—because you do need the money.

Fourth, you have a constantly growing sense of security, of power, of **independence,** because your bulwark of financial fortification is growing higher and more substantial every month.

Fifth, you feel that you are working for yourself. You are making tangible progress. You are gathering real money. You are absorbing the most vital lesson that can get lodgement in any man's consciousness; that the one way to make real money is to take money out of your business steadily.

AND THIS CAN BE DONE BY EVERY BUSINESS MAN NO MATTER HOW HE IS SITUATED, NO MATTER HOW SMALL HIS BUSINESS, NO MATTER HOW MODEST THE SUM ACCUMULATION MAY BE. IT IS THE DUTY OF EVERY BUSINESS MAN TO DO THIS.

Benefits Summarized

To summarize the benefits, we have:

1.—The money safely put away.

2.—We buy more conservatively.

3.—We become more effective collectors.

4.—We have SECURITY — Business Insurance.

5.—Working now for ourselves we acquire **Independence.**

And there are any number of collateral advantages. Ask your jobbers. Ask your banker. Take note of the tone of enhanced respect with which each will listen the minute you suggest what you have in mind.

Why, bless your old heart! Financial independence, competence, everything worth working for lie in this direction and only in this direction when all is said and done.

The Next Step

Suppose, now, that you have piled up $100, $200, $300. On the first interest day, draw out what may be needed to buy solid bonds. The first you buy should be the solidest—war loan bonds are ideal at this moment.

Because those are the soundest, safest security that can be found anywhere. Buy 'em. Put them into your safety deposit box. Then the bank can "bust" and most other things go to thunder—your money will be secure.

Next, accumulation should go into bonds of second line convertibility. Such will yield 4½% to 5%. Buy those until you have, say, $2,000 to $10,000, depending on your own circumstances. (You will be able to take care of yourself after you have bought a few bonds with the advice of your banker.)

Third, buy bonds of narrow market, but sound. These will bear 5½% to 6%. In some cases bonds bearing even 7% can be bought safely—only be sure of the house from whom you buy.

Then follow small mortgages, which in the west pay 7% and even more; and seasoned stocks which have long record of solid earnings.

In this way your savings eventually will earn you an average of 6%—and that is enough to try for in most cases.

"Can't Spare the Money!"

"But I need all my capital in my growing business," says the business man. "It keeps me scratching to meet my daily needs."

That is precisely why YOU need this plan more than some others. The man who skates on thin ice needs to have a life-line handy. When operating on a narrow margin, one most needs a little surplus on which to draw in case of real necessity.

So this Busines Insurance is VITAL to you — that is just why it is called Business Insurance.

For the money is not lost. It is your business to think of it as put away where you cannot get it. But as a fact, the money is there in the bank or invested in securities so sound that they can be hypothecated without a moment's notice in any bank.

If real, pressing need hits you—if illness or misfortune visits you—take your securities to the bank and borrow against them. Then work like a beaver to get them free again!

Compare, if you like, that kind of assets with two or three cars of flour, for example, bought far in advance of need. You can dispose of that flour—how By taking a heavy loss. But the bonds—why you do not need even to dispose of them!

All times are the right times to begin this system. But right now is the RIGHTEST time that has come for many a long year. For these are days of liberal profits. See that you conserve a lot of yours in Business Insurance. **And if you start, you will be safe—you will never be without Business Insurance again.**

Ford Accessory Show at Chicago

Over Fifty Thousand Owners, Dealers and Jobbers Attended Big Exposition in Chicago Coliseum—Unbounded Interest in Endless Lines of Accessory Booths —Big Boost to Accessory Department of Hardware Stores.

By A. H. Byrne, Chicago representative of Hardware and Metal.

EVIDENCE of the rapid growth and development of the automobile accessory business in America is to be found on every hand in these days when the automobile is at the height of popularity both as a medium for pleasure and as an economic necessity. The First Annual Exposition of Ford Accessories, held last week at the Coliseum in Chicago, Ill., provided further proof to demonstrate effectively the extent to which this trade has extended. This exposition was confined to accessories for the Ford automobile only, and unbounded interest was concentrated upon the exhibition during the week of September 22 to 29. During the week over fifty thousand owners, dealers and jobbers attended the exposition. The show was declared unanimously to be a huge success and it will be enlarged upon in succeeding years.

Such a demonstration of interest and enthusiasm on the part of dealers and jobbers in accessories for one type of automobile indicates the extent of the field open to hardware merchants in Canada, and the possibilities available by handling accessories for this car and for other makes which are becoming more popular every day.

Canadian Dealers Interested

Canadian hardware dealers and jobbers who had the opportunity of attending the Exposition were agreed that it was intensively interesting, since it was almost entirely devoted to the display of accessories specially suitable for Ford cars. Those dealers who were unable to attend will be interested in a description of the Show and by the illustration showing a general view of the exhibits. An examination of the list of exhibitors and the lines shown will give some idea of the scope of the Exposition.

Quite a number of Canadian dealers and jobbers were present notwithstanding the fact that the Show was not advertised to the Canadian trade. Undoubtedly the management next year will take steps to bring more Canadian owners and dealers.

Over one hundred manufacturers took advantage of the opportunity to demonstrate their various devices to the thousands of Ford owners, dealers and jobbers who attended during the week. As the Show progressed it gained in popularity and it can be predicted that next year's Exhibition will attract a larger number than were on hand this year.

All of the exhibitors present, it is said, arranged for booths at next year's Exhibition which will be held from September 23 to 28 inclusive.

The management of the Show consisted of H. V. Buelow, General Manager, J. E. Duffield, President. Charles Johnson, Vice-President; H. S. Irving, Secretary. B. L. Gray, Treasurer; E. L. Sharon, Chairman of Exhibit and Space Committee, and H. G. Paro, Chairman of Membership Committee.

The Exhibits

The exhibits were varied and comprised every conceivable accessory adaptable for use on the Ford automobile. One exhibit which attracted much attention was one where tires were made up complete. Truck making attachments were the centre of much interest, and Ford locks, of which there were eight different varieties on exhibition, proved very interesting. It is said that over 30,000 Ford cars were stolen in the United States alone, last year, hence the interest in lock attachments. Wire wheel exhibits were also much in evidence as were carburetors, mechanical and electrical starter exhibits.

Among other lines shown and worthy of special mention were: demountable wheels, spark plugs, vulcanizers, garage grease guns, emergency axle stubs, bumpers, gas generators, auto mirrors, coupe tops, headlight buttons, windshield cleaners, piston rings, power valve spring compressors, shock absorbers, auxiliary transmissions, reboring tools, cork inserts, fan belts, radiator covers, lighting systems, tire pumps, motometers, tire valves, primers, safety brakes, motor bench stands, mechanical belts, tire testers, spotlights, headlights, winter tops, differentials, safety spark sets, tire preservers, tire fillers, de-

Partial view of Ford Motor Accessories Show held in the Coliseum, Chicago, last week.

mountable wheel outfits, lens, rectifiers, superheaters, foot accelerators, speedometers, switches, low oil annunciators, extensions, roller bearings, carbon removers, safety cranks, lubricating oils, lubricators, skid chains, radiators, cylinder heads, headlight controls, ventilators, wheel clocks, dash clocks, windshield attachments, dimming devices, windshield cleaners, clutch controls, robe locks, tire holders, ball thrusts, flag holders, electric plants for garages, etc.

Big Sale of Accessories

The management stated that sales at The Show exceeded half a million dollars, but the main consideration from a financial standpoint will be the business that will result during the coming season.

During the Show there arrived from Los Angeles a driver who made the run of 2,762 miles in 126 hours in a Ford touring car. The average for the trip was announced as 21 8-10 miles per hour and the consumption of gasoline averaged 22 miles per gallon. The longest daily run was 490 miles in sixteen hours. During the last lap in the trip the rear axle of the car was dragging in the mud most of the way, but notwithstanding, the run of 492 miles was completed, it is said, in twenty hours. The car was equipped with a cramp auxiliary, and during the last and most trying part of the trip a Non-Stall Differential was added to the equipment.

It is doubtful if such a wide field for trade ever existed in any other line as is offered by the auto' accessory business to-day and the automobile industry in Canada is growing until it is now known as the leading "peace time industry." The outlook is for still greater growth in future years and the demand for accessories will increase simultaneously. Such concentration of interest in this line as attended the Chicago Exposition is of great value in furthering the interests of the hardware dealers who handle accessories and as this Exposition is but the first attempt of its kind in America, it is evident that there are big possibilities involved.

Names of some of the exhibitors at the Exposition are as follows:—

Chicago Pneumatic Tool Co., 1515 S. Michigan Avenue, Chicago, low oil annunciator; Hayes-Diefenderfer Co., 1872 Broadway, New York, N.Y., Haydee extensions; Maremont Mfg. Co., 916 Wabash Ave., Chicago, Camelford extension; Ehman Tire & Rubber Co., La Salle and 27th Streets, Chicago, tires; R. H. Hassler, Inc., Indianapolis, shock absorbers; W. H. Howell Co., Geneva, Ill., tire pumps; Ahlberg Bearing Co., 2636 Michigan Ave., Chicago, roller bearings; World Tire Corporation, 1508 Michigan Ave., Chicago, tires; Kerosene Burning Carburetor Co., 2105 Michigan Ave., Chicago; Security Auto Lock Co., 853 N. Francisco Ave., Chicago, auto locks; Osgood Lens & Supply Co., 2007 Michigan Ave., Chicago, lens; National Equipment Co., 125 Racine Ave. S., Chicago, carburetor; Illinois Gear Works, 105 W. Monroe St., Chicago, radiators; Automobile Accessories Co., Baltimore, Md., piston rings; Jensen-Kohkert Mfg. Co., St. Charles, Ill., lever pumps; Shurnuff Mfg. Co., St. Louis, Mo., running board fender support; Stahl Rectifier Co., 1401 W. Jackson, Chicago, rectifiers; Naber Stopshock Co., 544 Washington Blvd., Chicago, springs; Metal Specialties Mfg. Co., 338 N. Kedzie Ave., Chicago, specialties; Consolidated Utilities Corporation, 221 W. Lake St., Chicago, rectifier; Outlook Co., 5518 Euclid Ave., Cleveland, windshield cleaner; Standley Skid Chain Co., Boone, Iowa, non-skid truck chain; American Steel Supply Syndicate, Penobscot Bldg., Detroit, clutch starter; Elka Mfg. Co., San Francisco, Cal., auto specialties; G. F. Dean, 501 Monadnock Bldg., Chicago, tops; Romort Mfg. Co., Seattle, specialties; Indiana Lamp Co., Connersville, Ind., spotlights; Hastings Mfg. Co., Hastings, Mich., lighting system; Milwaukee Auto Engine & Supply Co., Milwaukee, Wis., bumpers; A. A. Lawder & Sons, 69th and State Sts., Chicago, tops; Pitter Fan Co., Elgin, Ill., fans; Newstarter Mfg. Co., 1901 Western Ave., Chicago, starter; Reliance Co., 428 W. 38th St., Chicago, lock; Bailey Non-Stall Differential Corporation, 1125 Michigan Ave., Chicago, non-skid non-stall differential; Western Wire Products Co., St. Louis, Mo., spring cotters; Safety Spark Set Co., Elkhorn, Wis., safety spark set; Jefferson Electric Mfg. Co., 426 S. Green St., Chicago; E. Parradee, 7457 Coles Ave., Chicago, tire preserve; Simplicity Wheel Co., Grand Rapids, Mich., demountable wheels; Defender Auto Lock Co., Free Press Bldg., Detroit, Mich., lock; Western Carburetor Co., Alma, Mich., carburetor; Lanham Starter Co., Davenport, Iowa, starter; A. S. Brock Rubber Co., 57 Broad St., Boston, Mass., lighting specialties; Prestotilt Attachment Co., Muncie, Ind., tilting attachment; Willard Co., South Bend, Ind., superheater; Roof Auto Specialty Co., Anderson, Ind., cylinder heads; New York Coil Co., 338 Pearl St., New York, battery ignition; Ewald Novelty Works, Oakfield, Wis., foot accelerator; Standard Thermometer Co., 65 Shirley St., Boston, speedometers; Dim Auto Lite Switch Co., Monroe, Mich., dim auto lite switch; Continental Piston Ring Co., Memphis, Tenn., piston rings; Detroit Motor Lock Co., Detroit, lock; Walker Keyless Lock Co., 2015 S. Michigan Ave., auto lock; Wire Wheel Corporation Co. of America, Buffalo, N.H., wire wheels; Advance Automobile Accessories Corporation, 56 E. Randolph St., Chicago, cork inserts, fan belts; Perry Auto Lock Co., 1238 S. Michigan St., Chicago, locks; H. M. Metal Radiator Cover Mfg. Co., Indianapolis, Ind.; Simplex Manufacturing Co., Anderson, Ind., starter; Consolidated Utilities Corporation, 219 W. Lake St., Chicago, electric plants for garages; K. D. Lamp Co., Cincinnati, Ohio, tail lamp assembly; S. C. Johnson & Son, Racine, Wis., prepared wax; E. H. Sprague Mfg. Co., 20th and Harney Sts., Omaha, Neb., safety crank; Dayton Wire Wheel Co., Dayton, Ohio, wire wheels; Atlas Specialty Mfg. Co., 18 E. 24th St., Chicago, radiator covers; National Wire Wheel Works, Inc., Geneva, N.Y., wire wheels; White Star Refining Co., Detroit, Mich., lubricating oil; Heinzelman Bros. Carriage Co., Belleville, Ill., coupe tops; A. B. Mfg. Co., 516 Michigan Ave., Detroit, headlight button; Tri Continental Corporation, Sidway Bldg., Buffalo, N.Y., windshield cleaner; Keys Piston Ring Co., St. Louis, Mo.; Bear Mfg. Co., Rock Island, Ill., starter; U. & J. Carburetor Co., 329 Plymouth Court, Chicago, carburetor; Warnola Mfg. Co., 73 Worster St., New York, power valve spring compressor; Safetyford Starter Co., 836 Grand Ave., Los Angeles, Cal.; R. & R. Mfg. Co., Elgin, Ill., shock absorbers; L. & B. Truck Mfg. Co., Los Angeles, Cal., auxiliary transmissions; Taussig Bros. & Deimers, 2924 Grand Ave., Chicago, Ford seven bodies; Heiser Special Tool Co., Kingston, Mo., reboring tools; Warner Lamp Co., Davenport, Io., lighting system; Anthony Co., Long Island City, New York, tire pumps; Moto-Meter Co., 15 Wilbur Ave., Long Island City, New York; D. & D. Company, 20 E. Jackson, Chicago, Fouless spark plugs; Snideman Standard Tire Valve Co., Chicago, tire valves; Maltby Auto Specialty Co., Battle Creek, Mich., standard primer; Hughes Mfg Co., 1806 S. Michigan St., Chicago, safety brake; Carswell Hammond Mfg. Co., Boone, Io., motor bench stands; Mechanical Belt Co., St. Joseph, Miss., mechanical belts; Motax Mfg. Co., Taylorville, Ill., combination stand; Auto Accessory Mfg. & Sales Co., Benton Harbor, Mich., demountable wheels; W. W. Plewes, 1034 First National Bank Bldg., Chicago, spark plug pump; Magnetic Mfg. Co., 1248 Clybourn Ave., Chicago, vulcanizer; Ekern Bros., Flandreau, S.D., grease guns, axle stubs; A. Nelson Mfg. Co., 564 W. Randolph St.; Kales Stamping Co., Detroit, Mich., auto mirrors; Master Starter Mfg. Co., 2201 S. Main St., Los Angeles, Cal., starter; Essenkay Products Co., 324 W. Grand Ave., Chicago, tire filler; J. E. Dempsey Co., Manitowas, Wis., auto headlight control; Mixrite Carburetor Co., Decatur, Ill., carburetor; Eureka Accessories Co., Detroit, Mich., fan belt oil guard; Dearborn Truck Co., 1250 S. Campbell St., Chicago, truck units; Sunderman Corporation, Newburgh, N.Y., vacuum carburetors; Bill Mfg. Co., Laporte, Ind., spark retarder; Hart Bell Co., New York, carbon remover.

The "It Can't Be Done" Man

(From *The American Metal Market.*)

THE "it can't be done" man should be given the cold shoulder. He should be ostracized. In fact, he should be "canned". He should be made into a "can" man. "Can't" is not the word for to-day. Some definitions from Webster: A whine; a pet expression; empty speech implying what is not done; to deceive by false pretenses; to scold.

We have improved somewhat in a century. We reflect comfortably that an American crowd would not jeer today as an American crowd did a century ago over the mishaps of Fulton's boat on its trial trip. The crowd today would hope that it could be done. But we must go farther.

Suppose General Joffre had said at the Marne "It can't be done." Suppose General Pershing should now send word to his commander-in-chief, "It can't be done." Suppose the commander-in-chief should say "it can't be done" and resign. Suppose that we should decide we can't win the war. We are in the war and we must win as fully and as speedily as possible. There must be no "can't," with or without the apostrophe.

A year ago we had the "it can't be done" man about American airplanes. It would take three years, but we are building Liberty motors, as good as any in the world, probably better, and building them fast. We had him about transportation; the railroads were congested and could not move troops. We had him about the 500,000 Germans, not seeing Gerard's 501,000 lamp posts. Those "can't be done" men are gone. There are others who must go.

The trouble with the "can't be done" man is that he does not have vision. He whines and scolds. We had him in steel. Prices could not be fixed. Competition must rule. He did not see that competition between sellers had disappeared. It is competition between buyers, for which there is no economic justification at this time.

The man is dogged. Driven from one line he falls back on his second line, or a third. Steel prices could not be fixed, but they are being fixed. Now he says it won't work. Why, he tried to place an order yesterday at the fixed price and no mill would accept it.

That reminds us of a story. The late Tom L. Johnson ran for Mayor of Cleveland on a municipal ownership of public utilities platform. The morning after he was elected the illiterate started riots on the street cars. The conductors actually tried to collect a nickel apiece, when Tom Johnson had been elected! The main difference between that and this is the degree of illiteracy admitted.

Steel prices are going to be fixed. The work is intricate and complicated, but it is not difficult. The poorest schedule

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EDITORIAL COMMENT

HOUSEHOLD GOODS

MORE attention is being paid to-day to quick turnovers in the hardware store than at any time in the past. The trade realizes that to make the greatest success in business, quick turnovers are absolutely necessary. The days of the retailer who turned his stock once or twice a year are practically over. The modern merchant wants a quick turnover. Dead stock represents dead dollars. One has only to look around to see what has attributed greatly to the success of many of the world's greatest merchandisers. Take for instance the Woolworth concern with its 1000 stores, doing many millions of dollars' worth of business annually, and yet selling nothing at a cost of over 15c. This concern studies the needs of the public, displays the stocks where the public can see and examine them, and in this way secures huge volumes of business at a comparatively low selling cost.

The same plan can be followed out on a smaller scale, by every retail hardwareman. Every hardware store should have a well-stocked household goods department. Many of our most successful hardware stores have had such departments for years past, and find them highly profitable. The trade of the householder is particularly desirable. Such lines as kitchen equipment and utensils, cleaning appliances, paints, mops, polishes, and dozens of other lines can be stocked at small cost, turned over quickly, and they bear a good margin of profit. There is an ever-increasing demand for household hardware—and most of the lines are all-year-round sellers.

WILL REQUIRE ARMY FOR PAINTING

ONE of the most interesting developments of Lord Northcliffe's visit to Toronto this week where he addressed the Canadian Club on Wednesday, was his reference to after-war labor conditions. In speaking of what labor conditions are likely to be following the war, Lord Northcliffe said:

"I think that wages are going to be high and labor conditions good. All the resources of Great Britain have been mobilized for the war. Why it will take an army of men to paint the houses in London."

Think of it and you will realize the truth there is in the statement. Since August, 1914, painting has been practically nil, and in a city housing over seven millions of people, the amount of this class of work to be done must be enormous.

There is another point which might be brought out in considering after-war problems as applied to the Old Country. That is the strides which will be necessary for the building trades to make, in replacing those parts of London destroyed by air raids. Authentic information places this damage at large figures. Does this mean anything to Canadian manufacturers?

Great Britain will most certainly look to her Dominions and Allies to supply many of her after-war needs. There are great opportunities coming for the aggressive manufacturers. It would look from this angle as though prosperity should be Canada's lot after the war. Are the necessary steps being taken to assure Canada's securing her share of export trade?

PURCHASES ON THE BASIS OF FORMER DAYS

THERE are many voices being raised here and there to point out the dangers that present themselves in the commercial situation in these unsettled times. More and more often we are hearing of world supplies of foods nearing the vanishing point, more and more often is the necessity of conservation being brought before the public attention. Hoarding for possible profit is a dangerous matter now, it is a serious matter too in that every excess of buying, tends to add to the stringency of the situation that has already reached serious proportions.

The National Credit Men's Association of the United States is urging the limiting of purchases within the bounds of former days in the following striking words:

"We say first and emphatically to the credit man, that *every form of gambling in prices, commodities and credits, must be suppressed.* This is no time for the buyer to pile up stocks in the anticipation of higher prices; this is not the period when commodities should be bought out of fear for the future or when unreasonable credits should be granted; there must be just as even a flow of commodities from producer to consumer as human powers can provide; unselfishness must be exercised so that the slightest possible burden shall fall upon everyone related to the commercial and credit system as producer and consumer."

These words may well have the thoughtful consideration of every thinking merchant.

Further Developments in Stee

Scope of Government Control Widened—Business Men Approve Fixing of Prices—Canadian Manufacturers Act—Steel Controller a Possibility — Regulations Governing Priority of War Orders.

THERE has been great interest displayed in the announcement that the U. S. Government had reached an agreement with the steel men fixing prices at which their various products might be sold. More or less confusion has prevailed, but the atmosphere is clearing somewhat as further details are published.

Government to Increase Scope of Fixed Prices

In the original announcement, as given in HARDWARE AND METAL last week, only six products were mentioned, including the three forms of finished steel which the Government will buy most largely. However, latest advices indicate that the War Industries Board is prepared to extend Government control to the entire steel trade, and before the Board completes its work, there will be 150 articles of steel manufactured, it is said, under fixed prices. This will be done, even if Congress fails to pass the Pomerene bill providing for Government control of iron and steel products.

Should the bill become law, the Government will have specific authority to name the maximum price for every article in the iron and steel trade, but if it does not pass, the same plan will be adopted as used in dealing with the other articles. The Government will enter into an agreement with the manufacturers under which they will bind themselves to charge stipulated prices for the 150 products. These prices will apply not only to the U. S. Government supplies, but to the Allies and general public.

The attitude of business men in regard to the fixing of prices has been more or less speculative until a resolution adopted at the recent war convention held in Atlantic City, N.J., conceded the right of the Government to fix prices. A declaration afirming that it is right and proper for the Government to fix prices, and even necessary to do so. on all materials needed to carry on the war as well as those that affect the public interest, was unanimously endorsed. This power of the Government to fix prices, it is claimed will stop all inflation of prices "a condition under which American business has been laboring for some time."

Canadian Manufacturers Act

Action has been taken by Canadian iron and steel manufacturers to avoid serious disturbance which is threatened through American embargo on basic products. The Washington embargo prevents the importation into Canada of pig iron. iron and steel plates, chrome nickel steel, boiler tubes, steel billets, tin plates and other raw materials except under license, granted when it is shown they are necessary for munitions work or other win-the-war purposes.

Canada's difficulties in securing iron and steel materials from across the border are, of course, greater than ever, owing to the increased war order business of the United States. Government supervision, therefore, seems probable to conserve and co-ordinate iron and steel supplies and secure as far as possible a distribution of the limited supplies available over the next six months or so.

Steel Controller a Possibility

The decision of the meeting held in Ottawa was to secure an inventory of immediate Dominion requirements, with a view to making representations to Washington, and also to ascertain the needs for co-operative action along drastic lines.

Manufacturers are being circularized to ascertain in detail local conditions as to immediate manufacturing necessities. When this information is available, a further conference will be held to devise the best ways and means of meeting needs.

It was suggested that a Dominion Controller of Iron and Steel be appointed, whose duties would be analogous to those of the Fuel Controller. This should result in obtaining maximum results from the present situation.

No Change in Prices as Yet

Uncertainty exists in the minds of many as to how these fixed prices will affect staple manufactured lines, but there is no indication that any drop is anticipated. Most contracts now unfilled will be completed on the old basis of high figures and little if any relief is expected before the end of the year.

It is estimated that the U. S. Government and its Allies will require about 7,000,000 tons of steel products during the next twelve months, and it is expected the steel companies will obtain details within the next sixty days.

How the work will be handled is being given consideration by the priorities committee of the War Industries Board, and the first general circular giving instructions as to priority in orders and work for all individuals, firms, associations and corporations engaged in the production of iron and steel and in the manufacture of products thereof has been issued.

Divided Into Three Classes

Under regulations now established, all orders and work are divided into three classes: Class A, comprising "war work; that is to say, orders and work urgently necessary in carrying on the war, such as arms, ammunition, ships, etc., and the materials required in their manufacture"; Class B, comprising orders and work "which, while not primarily designed for the prosecution of the war, yet are of public interest and essential to the national welfare, or otherwise of exceptional importance"; Class C, comprising all orders and work not embraced in Class A or Class B. All orders henceforth will be classed as Class C unless covered by certificates of the priorities committee. No certificates will be issued for Class C orders.

Class A to Take Precedence

Orders and work in Class A will take precedence over those in Class B, and both these classes will be given priority over Class C, irrespective of the date the orders were received. Class A and Class B will in turn be separated into subdivisions to be designed as Class A1, A2, A3, A4, etc., and Class B1, B2, B3, B4, etc., each composed of orders within the class which are regarded respectively as of greater moment and to be given precedence in accordance with its serial number. All materials required in the manufacture of an article or in prosecution of any work will be entitled to take the class of such article or work unless otherwise specified.

For the administration of the regulations, certificates will be issued by the priorities committee upon application, specifying the classification of the order of work. Certificates of a subsidiary nature will be issued upon request for the furnishing of material and articles required in manufacturing the article or prosecuting the work ordered. War orders of the Allies as well as of the United States will be placed in Class A. In the case of those already contracted for, all orders placed prior to the date of the circular by the War or Navy Departments or the Emergency Fleet Corporation of the United States will be classed as sub-division A1 of Class A, unless otherwise ordered. Orders already placed by the Allies for war materials will be classed as subdivision A2 of Class A, unless otherwise ordered.

Making of Applications

Applications for Class A certificates will be made to the committee by the contracting officer or agency of the United States, or, in the case of the Allies, by their authorized agent. Applications for subsidiary certificates covering materials, articles, or work required in the manufacture of Class A products will be made by the contractor to whom the principal Class A certificate has been addressed.

Applications for Class B certificates will be made to the committee by the individual, firm or corporation for the expedition of whose contract the priority order is desired; while subsidiary certificates for materials will, as in the case of Class A certificates be applied for by the contractor to whom the principal Class B certificate has been addressed.

Are You Helping Your Town?

The Fall Fair—Its Advertising Possibilities—Is the Automobile to Eliminate the Prize Horse?—Benefits to be Derived From a Local Organization to Boost the Fair, Your Own Town and Surrounding Community.

HAVEN'T you all indicated a willingness at times to do something for your own town? Isn't it real good business apart from any sentiment which may creep in? Look back then over the months of this year already gone and see if you have taken the interest in the welfare of your town, of your community, which was its due.

Great Opportunity Presented by the Fall Fair

Perhaps your greatest opportunity throughout the year is presented by the Fall Fair. Are you devoting some of your time to making this a success, or are you too engrossed in other business?

On this page is a representative picture of a scene at a town Fall Fair. It is these people whom you serve by taking an interest in this event of the year, and though some of them may be visitors, it is well for them to know that you were a factor in the development of such a movement.

Consistent Work Results in Best Returns

There are men in each town who work twelve months a year to make the Fall Fair a success—who are continually working out ideas to please the people, both exhibitors and visitors, but how much easier, how much bigger could these events be made were every merchant to put even a little pressure behind the wheel and push steadily for the full year.

How to Further the Fair Interests and Advertise Your Store

Primarily the Fall Fair was an exhibition of stock, home cooking, garden produce, grain, etc., with a band and horse races to furnish amusement. These ideas, however, have been enlarged, and while forming the basis of most Fairs, there is not one merchant but who can arrange for a display of some line of his merchandise—the hardware men can show stoves and ranges, the dry goods man, his ready-to-wear garments; the grocery man, jams or breakfast foods. There are manufacturers in all lines of business who stand ready to assist retailers make a successful display of their goods.

The Automobile Again to the Fore

But there is one line we might mention particularly as being of deep interest to the hardware men generally, and that is the growth of the automobile trade.

At one county fair, held a couple of weeks ago, there were 800 automobiles passed the gates before two o'clock in the afternoon. This seems almost incredible, but being true, indicates how prosperity has extended to the farmer, and in what way he is spending his money. A display of automobile accessories, then at the Fall Fair would no longer appeal to the favored few, but to the many auto owners whose number is constantly increasing.

Will Growth of Automobile Eliminate the Horse?

The motor driven vehicle has gained wonderfully in popularity the past few years, and in many instances is replacing the horse for delivery and even for some classes of farm work. However, it is unlikely that any one favoring or using motor-driven vehicles wishes to see the horse eliminated. This being true, it is the duty of the officers of Fair Associations to maintain the interest in stock breeding necessary to upholding this important branch of our national life. Increased prize lists and advertising will keep interest centred in the horse, and by no means should this be allowed to subside.

Wherein the Fall Fair is a Good Thing for Your Own Town

There is no question as to the advantages to a town and the surrounding country in the successful development of the Fall Fair. It requires months of careful study and hard work to attain satisfactory results, but it will benefit all to such an extent that the efforts are worth while.

The greatest benefit to be derived from the Fall Fair as we can see it, is the home town spirit which is promoted—the happy family attitude developed—and herein lies the merchant's opportunity to hold his trade, to keep the dollars at home. Advertise your home town—

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Scene at Oakville, Ont., Fall Fair

THE CLERKS' DEPARTMENT

A BUSINESS MAN CONTROLLING THE NAVY

Sir Eric Geddes, Who Knew Neither Politics Nor War, But is Now a Power in Great Britain.

THE appointment of Sir Eric Geddes to take charge at the British Admiralty was a triumph for the few who have demanded that the administration of national and Imperial matters be in the hands of capable administrators. Sir Eric Geddes is a business man, an ex-lumberman, a railroad man, an executive of energy and initiative. He knows nothing of politics—and cares less. But he has become a wonderfully efficient cabinet minister. He knew nothing of war; but to-day he is devising war-like methods and plans that are Napoleonic in their thoroughness. Geddes is the personification of the new Britain—John Bull awakened to action, throwing precedent to the winds and judging "muddling" to be the cardinal sin.

Judson C. Welliver contributes a splendid sketch of Geddes to Munsey's Magazine, written moreover before Geddes reached the Admiralty, which reads in part as follows:

Immediately after the battle of Arras, last April, the Germans undertook a heavy counter-attack in order to recover the valuable ground from which they had been driven; but their effort was smothered by a tremendous volume of British artillery fire.

Now, according to all Germany's learned professors of the art of war, there was no excuse for a heavy artillery fire at such a place and time. The big guns had no right to be there, right on the heels of the storming parties. The Berlin Tageblatt voiced the German disgust. It felt that something distinctly unsportsmanlike was involved in the reprehensible haste of the British in getting their artillery up so soon that there was no chance for a counter-attack, such as the rules prescribed in such cases. There was justification for complaint, and the Tageblatt ponderously announced its displeasure.

Utterly lost to shame, the British commander, Field-Marshal Sir Douglas Haig, had the effrontery to mention in despatches that the transport arrangements which had made the thing possible were wonderfully efficient, and entitled to a great share of the credit. He went so far as to name the culprit responsible for this violation of Germanic ideas of military propriety. The man he named was Admiral-General Sir Eric Geddes. For, though never a sailor, Geddes is an admiral; and though only an amateur soldier, he is a major-general.

At forty-two years, this man has come to stand forth as probably the foremost master of the art of co-ordinating industry and transport with military organization; and that, it may be observed, is the vital factor in making and winning modern war.

Sir Eric has out-maneuvered the Germans in their chosen field. He beat the Krupps at manufacturing munitions, and having manufactured them he built military railroads to take them to the firing-line faster than the Germans could use the tracks they had already built.

The Labors of a Modern Hercules.

The time will come when men will speak of Geddes's accomplishment in 1916 as they have for a century discussed Napoleon's revelation of military genius in the Italian campaign of 1796. There may be tasks in grand organization too big and complex for him to handle, but none has been found as yet; and lately the British government has managed to set a new and harder labor of Hercules for him to tackle about every six months.

Before I attempted to chase the genius of this man into its lair and study it under the microscope and the X-rays, I had already heard rumors about him. At a great British port where ships were being loaded and unloaded in record-breaking time by a new system, I listened to the explanations, and asked how it happened.

"Geddes!" whispered the harbor-master.

A glimpse through the marvels of war-time ship-building methods on the Clyde again inspired the inquiry as to the responsible personality.

"Geddes!" was the explanation.

Later, in a great foundry, I saw hundreds of women manipulating huge cranes that tossed half-ton ingots of white-hot steel. Other women worked the hydraulic presses that forged the fifteen-inch shell-casings; yet others handled the giant lathes that bored and shaped and measured these castings into finished shells. This was truly industrial revolution—the men firing the great weapons at the front, the women making the guns and ammunition at home. How did it happen?

"Geddes!" they told me.

Half a county full of workshops, warehouses, strange industrial establishments, fed by a hundred miles of railway, employing thirty thousand people in turning out just one necessary of war—that stirred the same inquiry, and brought the same brief answer:

"Geddes!"

Newspapers told about a corps of expert Canadian lumbermen being turned loose in the woods of England and Scotland, to rip out almost overnight the timber that must be supplied in France, and for import of which no ships were available. Whose idea was that?

"Eric Geddes's," they told me. "You know, he was a lumberman in America."

Over the cables came the amazing yarn that the Parliament at Ottawa had presented eight hundred miles of frontier railroad to the empire. It would be ripped up and sent, rails, ties, cars, locomotives—lock, stock, and barrel—to France, and laid down again for war work.

"Who on earth," I began, "ever—"

"Oh, Geddes, of course!" I was informed. "He learned railroading in the United States, you know, and practised it in England."

Over in France, in an area which the Boche had evacuated two days earlier, I saw multitudes of experts building new highways faster than the Germans had been able to blow them up; putting in bridges; laying down field railways; paralleling them with water mains; all so fast that the van of construction was never safe from the fire of the retreating Huns.

"Who ever organized—"

The question was never finished.

"General Geddes, of course," they assured me. "He invented that sort of railroad when he was in India."

A little while later the government took over all the ship-building in Great Britain—naval and merchant, iron, steel, and wood, steam and sailing, big and little. It would have a Czar in charge of the whole business in order to systematize, cheapen, hasten.

"But for such a task as that who's big enough to—"

"Admiral Geddes," I was assured.

Manifestly, it was necessary to know more about this man Geddes, who seemed to be bossing the whole show. If it wasn't his war, it seemed likely that at least he would soon hold most of the stock.

His Personality and Methods.

Having caught up with Sir Eric, one feels real satisfaction in discovering a big man who quite looks the part. Six feet plus of typical John Bull, smooth-shaven, square-jawed, sinewy, sat behind a big desk in the big marble building labeled "Controller of the Admiralty." He didn't seem very busy; those who know his ways of working say that, like so many other men who do big things and lots of them, he never does seem very busy. His desk was immaculately neat and orderly. If business ever gets ahead of him, he manages to keep the evidence of it somewhere else than on that broad-topped desk.

"You understand," he explains, a bit apologetically, "I don't do very much, anyhow; the staff really attends to everything for me."

The staff! There's the real point. He is one of those men who know always where to find exactly the right man for the business in hand, and how to get him to undertake it.

"The way he does it," explained one of his lieutenants and devoted admirers,

"is quite simple. He finds his man, puts him at work, and then stands between him and trouble. Nobody gets a chance to interfere, to muss things, to invent difficulties. Heaven help the person that tries to make worry for one of Geddes's force who's doing his job to Geddes's satisfaction. The place wouldn't be big enough to hold the row that would happen. Everybody knows that now, and so the row doesn't happen. The staff look upon him as their big brother. Of course, if he discovers that he has got hold of a slacker, the emergency exit is opened instantaneously, there's a quiet emergence, and somebody else goes on that job. That's all. But Geddes doesn't need to resort to such methods often, for he isn't given to mistakes."

Housing a New Official Department.

There's a story entirely characteristic of the man, telling how he went to work when he was put in charge of a big division of munitions production. There wasn't a convenient place for an office; everything was crowded and uncomfortable. Sir Eric looked around, and his eye lighted on a big structure just across the street. He went over.

"I'll take this building," he said. "Just what I need!"

"But you can't possibly have it," he was assured.

"But I must," he insisted; and now there are three thousand of his staff in it.

Later, when they gave him another big business to handle, the same trouble arose. There is never office room enough for government business in London, these times. A new building for the department of agriculture and fisheries was in leisurely process of construction. It would serve, Geddes decided.

"When can I move into this building?" he demanded of the proper official.

"We're working day and night to finish it. Can't possibly be done under three to six months," he was assured.

"Well, this is Thursday. On Monday I must have an office in that building, with telephone, desk, and rug."

Between Thursday and Monday a man climbed up on a scaffold, chiseled off the words "Agriculture and Fisheries," chiseled in the words "Armament Buildings"—and on Monday morning Sir Eric walked into his office, approved the rug, sat down at the desk, and started business.

That's the sort of man he is, all over. The things that he finds necessary have an almost uncanny way of happening. The impossible is not recognized in any department where he rules.

A Scotsman Born in India.

Geddes, as may have been suspected from his name, is a Scotsman, but he was born in India, in the shadow of the Taj at Agra. He is the son of a famous Scottish engineer who had gone out to India to build bridges. At an early age he came back to Britain and received his education at Merchiston Castle School, Edinburgh. Perhaps there is something significant in the fact that this institution was founded by the great mathematician Napier, the inventor of logarithms. Napier was something of a hand at cutting off mathematical corners, and his pupil Geddes is a wonder at lopping off industrial corners and clipping knots of red tape.

Geddes's First War Work.

He rose to the deputy-general managership of the North Eastern, which position he occupied when the great war broke out in 1914. The national emergency brought new opportunities for Geddes. Somebody told the government that he was the right man to do big things, and to do them in a hurry; so he was made chairman of the central committee of railway authorities for the mobilization of the northern district.

He had never been in politics, and his military experience was limited to holding a commission as honorary colonel in the Royal Engineers; but he was tremendously interested in the war as soon as it became England's real business. He proceeded to raise a pioneer battalion from among the employees of the North Eastern system. It is now a battalion of the Northumberland Fusileers, and has earned high repute for its splendid work at the front in France. He was its first honorary commander, and devoted much effort to its proper equipment and training.

But it was not fated that Geddes was to lead his men in France. Before they were ready to be sent to the trenches, he was summoned to the ministry of munitions. Mr. Lloyd George, the minister, had heard of this strenuous young Scot who could always find time to do a few more things and do them all well; and, although they had never met before, the man who is now premier, at their first interview, offered Geddes an important post in the munitions department.

This was the first really big war task to which he was called. He was put in general charge of the production of small arms, machine guns, heavy guns, scientific instruments, and optical glasses, and undertook supervision of the Woolwich Arsenal, the biggest in the kingdom.

At this stage of organizing war industry the problem of "circulation" in the munitions business was one of the most difficult. Circulation means what would be called in America "assembling." For example, the production of a shell involves first the making and then the putting together of a great number of parts. The empty shell is made in one place, the fuses in another, the detonator in another, the gaine in yet another; then there is an exploder, a cartridge, a propeller, an ignition device, and so on to the end.

Speeding up Shell-Production.

Remembering that there are some fifty components of a finished shell, every one of which must be perfect, all of which must be assembled in precisely the right way if the shell is going to explode at precisely the right time, and that all these fifty components are made in different places, it becomes reasonably apparent that the business of getting them together in the right quantities, in perfect condition, and at the right time, is something of an operation. That was the business that Geddes had to organize for the munitions department.

The big cast steel shell-casing is the most obvious part. Everybody knows about that, but at a certain point in the construction of the shell's mechanism there is required a little disk of a certain kind of cork about the size of a pin's head, and without that cork disk the shell is just as worthless as it would be if the casing had been forgotten. Likewise, there is a strip of a particular kind of cloth, for which it appears that Geddes had to draw upon Italy.

More quickly, they say, than any such huge task had ever been accomplished before, Geddes had perfected and put into smooth working order his whole scheme for assembling and finishing shells. The system was so nearly perfect that nobody has been able to improve on it since. It worked, and still works, precisely like the mechanism of a clock. Every component part arrived just when it was wanted, just at the place where it was wanted, just in the condition in which it was desired. Geddes attended to all that; and that is the reason why the British army in France, during the present year, has had shells to waste, and need not think of conserving them; while the Germans after forty years of laborious preparation, have been compelled to exercise the utmost care lest they should use more shells than can be spared.

Solving Other Industrial Problems.

Right alongside this business of manufacturing and assembling the parts, not only of shells, but of everything else in the way of munitions, Sir Eric confronted another, and in some ways even a more difficult, problem. The army had been steadily draining the skilled labor out of the country, and it was necessary to devise a system for utilizing unskilled labor. It was Geddes who perfected the system that has made it possible for hundreds of thousands of women and girls to be employed in fabricating all kinds of supplies; in making fifteen-inch guns, and the shells they shoot; in manufacturing cordite, building ships, constructing aeroplanes, and all the thousands of processes, no matter how difficult and intricate, involved in munitioning an army.

Just one instance will point the moral of this particular department of Geddes's service in the British government. It was particularly necessary that the best of optical instruments—field glasses, sighting devices, and the like—should be provided for the army. Optical instruments, and particularly the manufacture of optical glass, represented one of the industries that had been practically relinquished to the Germans. For decades almost all that England had used had come from Germany.

Geddes discovered that there was one firm in England which had been persistently attempting, in the face of much discouragement, to compete with the Germans. He sent for its heads, divided the business into departments, and put the right man—Geddes always knows the right man—in charge of each department. Then he gave them plenty of money, and turned them loose to manufacture optical glass and instruments. The result is that to-day Britain has passed Germany in the development of this art. All the optical supplies required by her army and navy are now made at home, and recently it has been possible to turn over some of the surplus to England's allies. That was another Geddes accomplishment.

Geddes's System of Field Transport.

It was realized, soon after the battle of the Marne, that transportation in the field must play a very large part in the war; that the side with the best command of transportation, other things being equal, would have the best chance to win. The British transportation service had never quite produced the results desired; so, of course, Geddes undertook the job.

I saw the Geddes system in operation a few months after he had taken charge of it. To describe it adequately is well-nigh impossible.

Geddes has the genius of knowing just how to make his department best serve the other factors with which it must deal. He understood, for example, that roads must be rebuilt or built anew; not only well, but with unexampled speed, in order that the supplies of a modern army might be moved over them fast enough. He saw that the Germans would always have the advantage in this regard, because their game was henceforward to be a game of slowly retreating. They would always be falling back into a territory gridironed with roads which they had constructed, would always be leaving a devastated region in which every foot of railroad would have been destroyed, every highway blown up, every bridge wrecked.

The problem of pursuing a retreating enemy in such circumstances—of bringing up transports, supplies, huge guns, to say nothing of the troops—was one

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NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ESSENKAY TIRE FILLER

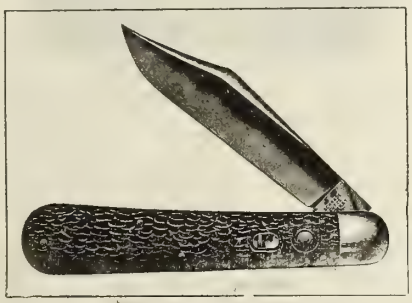
Essenkay Products Company, Grand Ave., at Orleans St., Chicago, Ill., is marketing the Essenkay tire filler, a non-rubber, resilient, durable and "live" composition which is claimed to serve the purposes of air perfectly without displaying any of the "pneumatic draw-

Two-year-old tire casing used with Essenkay

backs" of the ordinary automobile tire inflated with air. With Essenkay it is unnecessary to use inner tubes, and hence it is claimed all tire troubles are overcome. This product is claimed to be a proven substitute for air in tires by test and trial on thousands of pleasure cars and trucks. Essenkay is claimed to ride like air, deliver service, stand up indefinitely, and is not affected by heat, cold, pressure, water, friction, sand, mud, atmosphere or climate. It is claimed to double tire mileage because it keeps tires constantly inflated to the proper point so that every tire will wear to its last shred. This product is said never to go flat and can be transferred to a new casing and used over again. It is claimed that 20,000 miles from a tire filled with Essenkay is not unusual, and at the recent Exposition at Chicago casings which had run from 15,000 to 25,000 miles with Essenkay were on exhibition. The Essenkay filler was subsequently removed to new casings. The tire illustrated herewith ran for two years with Essenkay tire filler instead of air or inner tube. It is claimed to have given no trouble and required no attention during that period. A special 10 days' free trial offer is made by the Essenkay Products Company.

SAFETY PUSH BUTTON KNIFE.

Schrade Cutlery Company, Walden, N.Y., is marketing a new type of pocket knife fitted with a safety push button, which is claimed to insure against the breaking of finger nails and to prevent the opening of the knife while in the pocket. The knife is opened by pushing the button on the knife, as illustrated, and the safety slide locks the button. This knife is claimed to be the most convenient form of pocket knife and a great time saver. It is further claimed that there is no danger of cutting one's fingers in opening and closing the Safety Push Button Knife owing to the fact that the springs are properly proportioned and delicately balanced. The knife is claimed to be safe from accidental opening while being carried because the safety slide securely locks the opening mechanism which cannot operate until the safety slide is pushed out of action and the mechanism released. The highest grade of special cutlery steel is claimed to have been used in the blades of the knife and exceptional care exer-



Safety Push Button Hunting Knife

Safety Push Button Gentleman's Knife

cised in their manufacture. All knives are guaranteed by the Schrade Cutlery Company against defects in material and workmanship. The Company agrees to replace without charge all that do not give satisfaction. The Safety Push Button Knife is claimed to be a perfect gift or souvenir at all times that will be appreciated by everyone. One illustration showes a large one-blade hunting knife with a handle 4⅞ in. long, and the other represents the gentleman's size two blade knife 3½ in. long. These knives are also being manufactured in a medium size between the two shown by the Schrade Cutlery Company.

"SUPERIOR" INSIDE CORNER BEAD

"Superior" Inside Corner Bead, being marketed by the Milwaukee Corrugating Company, 36th Ave. and Burnham St., Milwaukee, Wis., is designed to insure

Metal Corner Bead

correct lines in plastered surfaces where wall meets wall or ceiling. It is claimed to be an artistic improvement much required on the average job of plastering. The Bead is claimed to furnish the ground for the mechanic to work to, thereby necessitating the application of an adequate coat of mortar over the lath and doing away with the common "skinning" of mortar coat, especially from the jambs back to the inner angles of the walls. Furthermore, from its construction it is claimed this Bead in a large degree takes up the strain of building settlement and the warping and shrinking of timbers, thus preventing the unsightly fissures which are commonly seen in the angles of a plastered room. The Bead is also claimed to be the solution of one of the most irritating troubles—the joining of wood lath, metal lath or plaster block partitions on brick or tile walls. By the use of a clip either wing of the Bead may be extended one and one-half inches so as to afford ample nailing room, thus eliminating splintering or clipping. The Bead is made from galvanized, open hearth sheets, and is furnished in 5, 6, 7, 8, 9, 10 and 12 foot lengths. Samples can be obtained from the manufacturers.

PEERLESS TOOL KIT

Corcoran Mfg. Co., Cincinnati, Ohio, are placing on the market Peerless Tool Kit. The Kit is a new Peerless product and is claimed to be very serviceable in addition to being extremely useful. As illustrated, the Kit is 22 inches long, 9 inches wide and 7 inches deep. It is claimed to be useful to automobilists, auto repair men, brick masons, blacksmiths, carpenters, cement workers, engineers, electricians,

(Continued on page 66)

EVENTS IN THE TRADE

BUSINESS CHANGES

Yorkton, Sask.—S. Levine & Co., general store, has dissolved.

Toronto, Ont.—Kehoe & Kehoe, hardware, has changed ownership.

TRADE NOTES

Grand Mere, Que.—O. Nobert, hardware, is offering business for sale.

Damody, Sask.—S. E. Phillips, hardware, has been granted an extension.

Owen Sound, Ont.—Creeper & Griffin, hardware, was recently broken into by burglars and a quantity of small arm ammunition stolen.

FIRE LOSS

Plenty, Sask.—A. W. Fraser, hardware, suffered recent fire loss.

Toronto, Ont.—Moffatt Irving Steel Works, Ltd., suffered recent fire loss.

INDUSTRIAL NOTES

Montreal, Que.—Imperial Broom Company has dissolved.

Toronto, Ont.—Central Iron Works, Limited, has obtained provincial charter.

Winnipeg, Man.—Auto-Lite Gas Co., Ltd., was recently damaged by explosion.

Redcliff, Alta.—Local Rolling Mills has secured additional premises owing to rapidly increasing business.

Walkerville, Ont.—Standard Foundry & Supply Co., Ltd., has obtained provincial charter.

St. Laurent, Que.—Eugene Panneton will construct large factory here, to be allied with Canada Stove Company. The sum of $300,000 will be spent in establishing this important industry and several hundred men will be employed.

MONTREAL NEWS ITEMS

Mr. Lawson of Rice Lewis Bros., Toronto, was a visitor in Montreal this week.

Morris Wheeler, of Sargent & Co., New Haven, Conn., was a visitor in Montreal this week.

E. H. Howson, manager of the Peterboro Lock Manufacturing Co., Peterboro, Ontario, was a business visitor in Montreal for a few days this week.

EXTEND OPERATIONS TO BUFFALO

Canada Foundries and Forgings, Ltd., to Follow Shipbuilding Industry Extensively

The Canada Foundries and Forgings, Ltd., (Jas. Smart Mfg. Co.), of Brockville, are contemplating buying the Delaney Iron and Forge Co. at Buffalo. This move is in line with the company's intention of going into the shipbuilding industry on a large scale, as they will operate their branch at Welland as well as the one at Buffalo.

CANADA'S NEW MINISTER OF PUBLIC WORKS

Mr. C. C. Ballantyne, of the Sherwin-Williams Co., Accepts Portfolio

The appointment of Mr. Charles Colquhoun Ballantyne to the Cabinet, with the portfolio of Minister of Public Works, marks the first step towards an administration composed of members of both political parties.

C. C. BALLANTYNE
whose wide business experience should prove of great assitance to Canada

In view of Mr. Ballantyne's wide business experience, the Government would seem to have made a step in the right direction by securing his services at this time. The unsettled state of the political situation at Ottawa will find some balance in the appointment of big calibre men, and Mr. Ballantyne's list of activities would indicate that he is such.

Apart from his association with the Sherwin-Williams Co. as vice-president and managing director, Mr. Ballantyne is a director of the Canada Cement Co.; director, Canadian Explosives, Ltd.; and a director of the Merchants' Bank. He was born in Colquhoun, Ont., in 1867, celebrating his fiftieth birthday on Aug. 9th last.

His connection with the paint business dates from 1882, and since then his moves have been upward. Mr. Ballantyne has served as president of the Canadian Manufacturers' Association and as a member of the Montreal Board of Harbor Commissioners. He brings with him to the Cabinet a large business knowledge and some experience in public affairs.

DEATH OF BENJ. MOORE

Benjamin Moore, Founder of Benjamin Moore & Co., Ltd., Passes Away

Benjamin Moore, an important figure in the American and Canadian paint trade, died at his home in Mont Clair, N. J., after an illness of two weeks. He was born in County Monaghan, Ireland, in 1855. His father was an officer in the British Army.

The late Mr. Moore came to America at the age of 17—his passage paid—$20 in his pocket—to New York, where he started to work in a paint factory unloading trucks. From this first job he went to packing goods and later grinding paint.

Following his promotion to the store, he went on the road selling paint. His advance was rapid, for at the age of 21 he was the firm's leading salesman. Two years later he started in business with his brother under the name of Moore Bros.

The firm of Benjamin Moore & Co., Ltd,. was founded by Mr. Moore in New York in 1883; the Toronto factory being established in 1906 under the management of his brother, Frederick Moore. Factories have also been established at Chicago, Cleveland and St. Louis.

The late Mr. Moore is survived by his widow and one daughter, Mrs. W. C. Belcher, Mont Clair, N.J., two brothers in New York, one in St. Louis, and one in Toronto, and four sisters.

PERSONAL

D. Cinnamon of Lindsay visited Toronto on business during the week.

Sgt. E. Lewis, former hardware merchant of Toronto, has been appointed License Inspector for Toronto.

James Dandie, hardwareman of Streetsville, Ont., visited the city on Friday of last week.

Joseph Yanch, general merchant of Flinton, Ont., was in the city during the week. Mr. Yanch is putting in a stock of hardware.

J. E. Booth and H. R. West of the Sanderson Pearcy Company, Limited, have returned from a motor trip to New York and Atlantic City.

Among those from Toronto attending the annual meeting of the Wholesale Hardware Dealers' Association in Montreal this week were T. B. Williamson of H. S. Howland Sons & Co.; Mr. Lawson of Rice Lewis & Co.; Messrs. Hardy and Baden of the firm of Jenkins & Hardy; Mr. Funston of the Kennedy Hardware Company.

HARDWARE LETTER BOX

Blacksmith Coal

F. Y. W. Braithwaite, Blind River, Ont. Could you give me the names of a few jobbers in Blacksmith's Coal? The Milne Coal Co., Ltd., 88 King St. E., Toronto; F. A. Fish Coal Co., C.P.R. Bldg., Toronto; The Canadian Supply, 449 Spadina Ave., Toronto.—Ed.

Bishopric Wall Board

Hamilton Bros., Sioux Lookout, Ont.—Will you please advise us of the address of the firm that makes Bishopric Wall Board?

Bishopric Wall Board Co., Ottawa, Can.—Ed.

Joy Range

Reiver Bros. & Co., Ltd., Wellesley, Ont.—Could you tell us the name and address of the manufacturers of the Joy Range?

Canadian Heating and Ventilating Co., Owen Sound, Ont.—Ed.

Riverside Range

Walter Teed, Stonewall, Man.—Could you inform me the name of the manufacturer of the Riverside Range?

Rock Island Stove Co., Rock Island, Ill.—Ed.

REVIVAL OF SHIPBUILDING

How This Condition is Being Met by St. St. John, N.B., Firm—Hardwaremen Always to the Fore.

A striking illustration of the adaptability of an enterprising firm to meet the opportunities offered by changes in trade conditions is found in a window display in the King street store of T. McAvity & Sons, Ltd., St. John. When the revival of the wooden shipbuilding industry at the port of St. John became an accomplished fact, this concern was ready to meet the heavy demands for hardware arising from need for materials for construction, and tools for the workmen. This is a line with which the old-established firm was once well acquainted, but for which, in the passing years, there has been little demand.

Just to emphasize the fact that they were ready to meet the call once more, the window dresser went to work and result is one that cannot fail to impress the most casual passerby.

A water filled tank banked by sandy shores gives the proper atmosphere for a shipbuilding yard and on the shore appears the framework of a ship under construction, and another near completion, but still on the stocks. In the "Harbor" a sailing vessel is afloat, and on the other side appears a vessel in a dry dock to undergo repairs. In the background is a model village of workingmen's homes. Surrounding this striking scene is a generous display of materials and tools required for shipbuilding and repairing.

PROSPERITY IN CANADA'S GRAIN CROP

(Continued from page 52.)

receive even larger returns in years to come. The demand for grain is always increasing and with high prices and plenty of idle land at his disposal, it is only logical to expect that greater untilled areas will be put under cultivation next year and in succeeding seasons.

Every Line of Business Benefits

Mr. Findley went West about the middle of July, and after a brief stay at Winnipeg, started a tour through the grain producing districts—a tour which included many of the chief agencies of the company in Manitoba, Saskatchewan and Alberta. Mr. Findley stated that the prosperity of the western farmer was being reflected in practically every line of business. In regard to agricultural implements, Mr. Findley stated that the difficulty is to meet the demand, a state of affairs which reflects the shortage of labor and costly raw materials in the manufacturing end of the business.

Summing up Canada's total yields as reported from the various Provincial and Federal bureaus, it is found that the value of the field crops this year easily surpasses the billion mark, and that without taking into account the pasture lands, the fruit returns, tobacco, clover seed, hemp and other small and scattered crops. Reckoning values from current prices the following are the figures of Canada's field crops this year: Wheat, $550,000,000; oats, $233,280,000; barley, $58,620,000; rye, $6,059,000; peas, $5,488,000; mixed grains, $16,310,000; beans, $6,336,000; buckwheat, $5,000,000; flax, $14,000,000; corn for huskers, $7,000,000; potatoes, $50,000,000; roots, $16,000,000; hay and clovers, $160,000,000; fodder corn, $10,000,000; sugar beets, $600,000.

This totals $1,138,600,000, which represents the approximate value of Canada's field crop this year. This is the greatest price returns this country has ever seen.

Canada in Forefront of Nations

The supplying of food requirements under the present conditions is the greatest work which can be accomplished by any nation and Canada should therefore be brought to a position in the forefront among the nations of the world. The development of this all important industry will prove a big factor in the after-war adjustment in Canada. This fact was emphasized in the recent report of the special committee of the Senate appointed to inquire into what is being done and can be done to best promote the "agricultural, industrial and trade interests of the country." The report with its nineteen recommendations is practically devoted to different phases of the nation's great fundamental industry.

There is no argument that the present level of prices will be maintained after the end of the war. When war spending stops, there will be a readjustment all along the line. Farmers and stock raisers will have to be content with less profits, but the outlook is that the margin will be sufficient to provide handsome returns to the efficient producer.

Chairman Senator Bique of the Committee, in presenting the report, stated the belief that the readjustment of the country from the conditions attendant upon the frightful expense, destruction of life and waste of property in the war and the temporary channels of industry to which energies are now being directed, would best be found in the development and in the improvement of agriculture.

Agricultural Interests Foremost

The committee makes nineteen recommendations in all, practically the whole of which refer to the development of agricultural interests. There is reference to the necessity of co-operation between the Dominion and the Provinces in handling the public lands, reference also to the importance of the encouragement of mixed farming, practical farm loans, etc., for the increase of agricultural revenue, with clauses referring to the problem of getting the returned soldier on the land and of developing petty industries for the employment of surplus agricultural labor between seasons.

Mr. E. L. Pease, vice-president and managing director of the Royal Bank of Canada, after visiting the West, says that he was agreeably surprised at the bright outlook. He states that in addition to the crop being nearly twice the value to the farmer that last year's crop was, interest charges will be eliminated owing to the fact that the crop will be rushed to the seaboard as result of the fixing of the price.

He states that business in the West is getting brisk, that wholesalers report increases all over and that bank deposits are increasing.

This is indeed a much to be desired state of affairs and the livening up of business conditions throughout the West is certain to be reflected in business prosperity throughout the whole Dominion.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Editor HARDWARE AND METAL:

I have just read your article in HARDWARE AND METAL, "Food Controller Gets Part Truth." I want to express my appreciation of it. It is good, and it should be read by every retailer. I am enclosing you a clipping from the Ottawa Citizen.

With kind regards, I remain, yours truly,

E. M. TROWERN,
Secretary,
The Retail Merchants' Association of Canada.

ARE YOU HELPING YOUR TOWN?

(Continued from page 60.)

show the farmer that in as great measure as the town is successful and alive, so enhanced is the value of his farm lands—that much easier is it for him to market his produce.

YOUR OWN TOWN will stand boosting, no matter how prosperous it may appear to be, and it is well to keep before your customers that their own town is deserving of this patronage.

Have the merchants in your town ever met with a view to advertising your own town—as a matter of fact, have the merchants in your own town ever met as a body? Aren't there questions in your mind which you would like to have answered, and to which the grocery man, dry goods man or boot and shoe man could give you a complete answer? An exchange of ideas with the other men of your own town would be a good thing—it might not bring any direct benefit to you, but your experiences might prove helpful to your fellow citizens. This is the spirit of co-operation which should be growing with the retail merchant—it must, if he is to maintain his standing in the community. It could then be extended to the farming section and the success attending teamwork amongst merchants and farmers would be untold.

Will you be the man to get the merchants in your town together—will you start the local organization necessary for the promotion of the home town spirit? It's going to be a big factor in the continued prosperity of your town, in the success of your own business. Don't wait until to-morrow to start the ball rolling, get out to-day—put an ad in the local paper calling a meeting of ALL merchants and see that they all attend. Who will be the first to report on a local organization of this nature? Let us hear from you.

A BUSINESS MAN CONTROLLING THE NAVY.

(Continued from page 62.)

of the greatest ever turned over to a military engineer. Geddes solved it.

I saw the Geddes system at work between Albert and Bapaume immediately after the Germans had evacuated Bapaume last spring. Along the main highway between the two towns—or rather what had once been the main highway—the Germans left nothing but wreckage. There was not a bridge, there was hardly a rod of usable road. Wells had been blown up or poisoned, so that there was no water supply. The country was a vast morass of shell-holes half filled with water, intersected by a complexity of trenches and barbed wire entanglements.

Geddes had everything ready for just this emergency. He had brought countless tons of broken rock all the way from England, stored it exactly where it would be most available, and provided five-ton motor-trucks to move it forward. The trucks were even loaded in anticipation of sudden orders to move. Field railroads of three-foot gage had been built in sections, ready to be laid down. These were stacked just where they would be handy when wanted. Locomotives, built wherever in the world industrial capacity could be found, were ready to handle the supply trains.

Timber had been cut and brought forward for the reconstruction of bridges. Water mains were waiting to be laid down, and pumping plants to be installed and set to work.

The moment the Germans evacuated a strip of territory, this Geddes organization pushed forward, often under the fire of the enemy's artillery. The speed with which it built roads, railways, telephone lines, telegraph lines, water supply systems, was utterly past belief. It represented, of course, the potential result of complete preparation in every detail.

That was why the Germans were not able to retire unmolested and settle down at leisure to hold the so-called Hindenburg line. The Geddes transportation scheme didn't contemplate letting the Germans hold anything unmolested. Before the battle of Arras began, the Geddes engineering organization was rebuilding the freight yards of Arras.

Master of all Military Traffic.

As director of military railways in England, Geddes's business was to handle all railway supplies and transport facilities. Barges for Mesopotamia, for instance, came within the purview of his operations. He straightened out the problems of transport in the East, and introduced and perfected the system of light railways in France. He bought old tracks in various parts of the world, pulled them up, and transported the material to the Somme and the Tigris.

His successes in these operations resulted in his being kicked up-stairs into a still bigger department. He was made director-general of transportation in all theatres of war. Everybody knows now that the perfection of the Allies' transportation system has been the basis of all their successes in France.

The old theory of military operations had been that the rail-heads ought to be kept within twenty miles of the fighting-front. Geddes promptly scrapped that idea, and substituted the theory that the ammunition ought to be there rather ahead of the guns! Somehow or other he actually managed to accomplish just that. The German counter-attack at Arras might very possibly have undone the British victory, but for the fact that before the Kaiser's defeated troops could pull themselves together and bring their reserves into action, the Geddes transportation department had brought up guns, munitions, supplies, everythin' and the German effort was asphyxiated under the hellish fire of heavy and light artillery.

To get ships loaded and unloaded, docks cleared, and warehouses filled and emptied fast enough to keep traffic always moving, was early recognized as one of the great difficulties of war time; so Geddes was sent to organize the traffic of all the ports of Britain and France. In a little while the system doubled their capacity. It was thus that he was able to bring to France such vast quantities of road and railway material. The single detail of moving rock for ballast required a small fleet of carriers plying back and forth across the Channel.

All this time Geddes had been an honorary colonel. That was the only rank he ever held until one day he was gazetted for promotion to the full rank of major-general. He has never been a colonel, never a brigadier. In his capacity as director-general of transportation, he sent a commission to the East, and was getting matters in Egypt and Macedonia straightened out when it was suddenly discovered that a man of precisely his qualifications was needed to act as controller of the navy.

NEW HARDWARE GOODS

(Continued from page 63)

fishermen, glaziers, machinists, painters, paper hangers, etc. The Kit is constructed entirely of steel and is finished in black enamel. It is fitted with a wooden tray divided into compartments for screws, bolts, etc., allowing plenty of room for larger tools below. It is equipped with lock and keys and two

Steel Tool Kit

Wooden tray for screws, bolts, etc.

strong suit case catches, and each kit is packed in an individual corrugated carton for shipment separately by parcel post, freight or express. It is claimed that the price of this indestructible steel kit is lower than any wooden box.

U. S. IRON AND STEEL EXPORTS

A committee of leading iron and steel men, working in connection with the Department of Trade and Commerce, has been appointed to secure information on the effect in Canada of the United States regulations. The difficulty arises chiefly in connection with industries not actually war industries, although related thereto. Iron and steel "destined for actual war purposes" can be secured, but concerns not engaged in the manufacture of war supplies will be unable to secure the articles listed unless the regulations are relaxed.

Iron and steel constitute but one branch of exports which now have to be licensed before leaving the United States, owing to the fact that their conservation is necessary on account of the limited supply and the needs of the United States in its successful prosecution of the war. While the Exports Administrative Board of the U. S. has practically prohibited the export of iron and steel, export licenses may be granted.

(a) When destined for actual war purposes or when they will directly contribute thereto.

(b) In certain unusual cases when such exports will contribute directly to the immediate production of important commodities required by the United States.

(c) And also in certain other cases where the articles may be exported in limited quantities without detriment to the United States.

(d) Further licenses may also be granted for limited quantities of these conserved articles when required for purely medicinal or pharmaceutical purposes.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

INTERESTING developments in hardware markets during the week comprise advances in certain gauges of steel sheets and lower prices in some sections of the Dominion on other gauges of steel sheets. An embargo placed on black sheets, No. 10 gauge and heavier, from the United States to the domestic trade in Canada, has had the effect of sending prices higher in Canada. The determination of the United States Government to expedite shipbuilding has occasioned the conservation of plates of various kinds. In other lines of steel and iron there has been no disposition to change prices until more definite information is obtained as to the specific content of the recent regulating order in the United States. There have been a certain number of price changes during the week in such lines as cistern pumps, hay fork pulleys, padlocks, handsaws, ripsaws, coping saws, wood split pulleys, all in an upward direction. Linseed oil was in weaker market but turpentine was in firmer tone. Asbestos sheeting is one of the lines that has registered a considerable advance. Importers of Canada plate have been gratified over the receipt of stocks that have been on order for several months past. Quotations on this commodity are again being made in the Toronto market. Business has been fairly good during the week with a good demand reported for winter lines.

MONTREAL MARKETS

MONTREAL, October 3.—The event of the week in Montreal is the annual convention of the Canadian Wholesale Hardware Association and from the point of view of those interested in hardware markets this meeting of representative hardwaremen and manufacturers is re-assuring. For an important feature of the first proceedings was the optimistic tone prevailing to the effect that the top note in advancing markets for hardware has been struck as far as men can judge at this stage, and the return to steadier markets is in sight. As regards markets in general at this time the demand for winter lines of goods, skates, sleigh bells, cow ties, heaters, furnace appliances, carriage heaters, ash sifters, shovels, axes and axe-handles, has fully set in. There is little moving in shelf goods or builders' hardware, and the tendency of the retailer now is towards judicious sorting of stock without any speculative buying. Business in general is good.

Shelf Goods Are Coming Steadier

Montreal.

SHELF GOODS.—This week has been singularly empty of change notes in shelf goods and heavies also. There is an impression now that these lines have reached about the top of the market, and few indications of forthcoming alterations have been available. The situation across the border is affecting the matter of these markets more and more, and tends to develop steadiness now rather than rapid changes such as have been experienced in the past.

Nails And Wire Still Unchanged

Montreal.

NAILS AND WIRE.—There are no alterations this week in nails or wire prices. Standard steel wire nails maintain their market at $5.50 base, and cut nails at $5.75 base. Wire base price is still $6.50 per hundred pounds. The matter of the price of U.S. poultry wire netting is still being decided upon, but an announcement on this is expected before long.

Iron Pipe From Two Inch Up, Nominal

Montreal.

IRON PIPE.—There is no improvement in the situation as regards iron pipe. This week's reports show that even sizes above only two inch pipe are subject to prices which are only nominal owing to the extreme difficulty of manufacture. The supply of strip is most uncertain, and unless enough is available manufacturers will not venture quotations as to cost.

Iron And Steel Situation Steady

Montreal.

IRON AND STEEL.—There have been no alterations in the quotations for iron and steel this week as compared with last week. The market is very steady, and the difficulties as to supply continue. There is, however, every hope that the more conditions in the main metals are adjusted and controlled by the United States and Canada in consultation the better will the situation become. Quotations are as previously given and follow:

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Price Adjustments In Some Sheet Metal

Montreal.

SHEETS, PLATES, ETC. — There have been adjustments of price on black sheets this week in Montreal. The 10 and 12 gauge sizes have advanced a dollar a hundred pounds, but a decline of fifty cents a hundred pounds is registered in sizes from 14 gauge to 28 gauge. The situation is that holders of any stocks of these plates in the sizes which are subject to the U.S. export restrictions are conserving where they have reason to fear that they may not be able to get any more quickly. The ten and twelve gauges and thicker plates are the sizes the U.S. Government will not allow across the border except for munition making purposes or kindred uses. If no more can be obtained, then prices of the present small stocks will advance still higher. Some adjustments in Gorbals "Best-Best" gal-

vanized plate are noted this week. The 26 gauge is quoted 20 cents per hundred pounds lower at $12.25 instead of $12.45. The 28 gauge is also 20 cents lower, and the 10¾ oz. is 50 cents lower. This is merely a matter of adjustment as stocks permit. There is a marked shortage of Canada plate and also of tin-plate. It is expected that the fixing of prices on tin-plate in the U.S. will be announced by the end of the week, and the understanding is that the American prices will probably maintain also in Canada.

MONTREAL—	Montreal, 100 lbs.
10 gauge	$12 50
12 gauge	12 60
14 gauge	11 15
16 gauge	11 25
18-20 gauge	11 30
20-22 gauge	11 35
26 gauge	11 40
28 gauge	11 50

Demand For Heaters On The Increase

Montreal.

STOVES, RANGES, ETC.—There is a good demand for the heater stoves of all kinds, better than had been noted previously, though still some hint is heard here and there to the effect that high prices have been hindering retail business in ranges of late. As the chances are not very strongly in favor of lower priced ranges for some time, these difficulties will probably pass as need for new goods of this description arises in the various districts. Good business in the main is reported in centres of distribution to retail trade in the line of stoves, ranges, heater, etc., both coal and oil stoves. Galvanized and enamelled ware are in good demand it is said, and although the shortages of tin-plate, Canada plates and sheet metal of all kinds is most marked, and prices high, expectations are that there will be improved conditions as United States adjustments of market factors are made.

Gasoline And Coal Oil Steady

Montreal.

GASOLINE.—The market for gasoline and coal oil is still unchanged, and merchants in a large way of business as well as refiners in this district of gasoline from the crude are almost hourly anticipating advances. Crude oil has been getting steadily firmer, but so far no changes have come in gasoline or coal oil. Consumption of coal oil is increasing with the advance of the fall and gasoline demand is about normal for the season, the big summer demand for automobiles being on the wane, but industrial demand is well maintained. Quotations for gasoline are still 32½ cents per Imperial gallon, and for coal oil Royalite 17 cents and Palacine 20 cents per Imperial gallon.

Rope Markets Are Steady At Advance

Montreal.

ROPE.—Following the advances in the base prices of the main lines of rope and cordage last week there have been no changes during the present week, but the market tone continues exceedingly firm. Demand for rope is not at present heavy, however, though a resumption of activity is looked for before the winter. Production is well abreast of consumption of rope in the meantime. Advances in the lines of shelf goods involving Manila and sisal in their manufacture were noted last week. As the market continues to be influenced by the same difficulties and handicaps in securing supplies as formerly further advances are not unlikely.

POULTRY NETTING UP

While HARDWARE AND METAL is about to go on the press, advice was received that an advance has been made effective on the price of Canadian and American poultry netting through the change of discount to 15 per cent. off list on Canadian and 10 per cent. on American netting. Change is effective at Montreal, Toronto, Hamilton, London.

Declining Trend In Some Old Metals

Montreal.

OLD MATERIALS.—A number of changes are made this week in the market quotations for the principal old metals. The tendency of market is in the main downwards for the costlier metals, but old iron prices are again advancing. Old cast iron in fact has advanced as much as from $2 to $4 per gross ton beyond former quotations. Tea lead is down a cent a pound. Heavy lead pipe is also down a cent; red brass and light brass are lower. Scrap zinc is unchanged. Rubber prices are also unaltered.

MONTREAL—		
Tea lead	$ 0 06½	....
Heavy lead pipe	0 08½	....
Yellow brass	0 14	0 15
Red brass	0 20	0 21
Light brass	0 09	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	25 00	26 00
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy moulded steel	20 00	22 00
Pipe scrap	17 00	18 00
Stove plate, per ton	20 00	....
Old rubbers, boots and shoes	0 08½	....
Overshoes, lumbermen's rubbers boots	0 06¾	....
Bicycle tires	0 03½	....
Auto tires	0 06	....

Little Change Of Tone In Lead Goods

Montreal.

LEAD PRODUCTS.—The market is steady in the principal lines of lead products listed below, and prices are unaltered this week. A slightly firmer tone in lead is noticed, and this may tend to firm up the market for the manufactured products of this metal, but with demand not pressing the tone of steadiness is likely to be maintained longer than would otherwise be the case. Quotations are still as under:

MONTREAL—	
Lead pipe, lb.	$0 18
Lead waste pipe, lb.	0 19
Lead traps and bends	20% on list
Lead wool, lb.	0 18
Lead sheets, 3 lbs. sq. ft.	0 16¾
Lead sheets, 3½ lbs. sq. ft.	0 16¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 17

Ingot Metal Market But Little Unchanged

Montreal.

INGOT METALS.—The market for the ingot metals is little altered from last week.

TIN.—No change is registered in tin, and from 64½c to 65c are the quotations.

COPPER.—From 30c to 31c still represents the copper market in Montreal, referring to sales from stock, as the market at date was without transactions.

LEAD.—A firmer tone was noted in New York, as to lead, but the local quotations remain as last week, viz.: 11¼ to 11¾ cents.

SPELTER.—The market for spelter was unaltered at 11 to 11½ cents.

ANTIMONY.—Antimony was obtainable in Montreal at from 18 to 19 cents. The market was quiet.

ALUMINUM.—The only alteration in aluminum conditions is the easier tone making 65c representative of the market with no higher quotation mentioned.

TORONTO MARKETS

TORONTO, October 4.—While price changes have not been as numerous as in some recent weeks still there has been enough activity in the markets to make them of real interest. Cistern pumps, hay fork pulleys, padlocks, handsaws, ripsaws, coping saws, wood-split pulleys are some of the lines in which changes have been recorded. An incident of more than passing interest has been the arrival during the week of a considerable quantity of Canada plate. This market has been practically bare of this commodity for some time past. These goods have been on order for months past, shipments of some in fact should have been made in June. The point of interest to dealers is the fact that import orders have started to arrive. Some firms are entirely out of the market on No. 10 gauge black sheets, while others having stocks on hand have increased the price. The United States Government has placed a tight embargo on No. 10 gauge and heavier and there is small chance of additional supplies coming into this market. Business has been fairly good, although no large orders are being placed.

Cistern Pumps Have Been Moved Up

Toronto.

PUMPS.—An increase in the price of pitcher spout and closed spout cistern

pumps has been made effective during the week. In the pitcher spout cistern pumps the following prices prevail: No. 1 x 1, $1.80 each; No. 1 x 2, $2 each; No. 1 x 3, $2.25 each; No. 1 x 4, $2.65 each. On the closed spout pumps the following prices are quoted: No. 2 x 1, $2.25 each; No. 2 x 2, $2.50 each; No. 2 x 3, $2.80 each; No. 2 x 4, $3.30 each.

Hay Forks, Pulleys And Wood Split Pulleys Up

Toronto.

PULLEYS. — Hay fork pulleys and wood-split pulleys have registered advances during the week. In the instance of the Louden hay fork pulleys the advance amounts to 50 per cent., the new price now being quoted is $12.50 per doz. On wood-split pulleys the discount has been changed, which provides for a substantial increase, the new discount being 25 per cent. off list.

Yale Padlocks Higher By 5 Per Cent.

Toronto.

PADLOCKS. — Yale padlocks have again been advanced approximately 5 per cent. and prices that are now effective on some of the various numbers are as follows: No. 326, $9.15; No. 412, $6.10; No. 415, $6.10; No. 430, $11.80; No. 450J, $3.75; No. 805; $13.80; No. 853, $24; No. 863, $29.40. Padlocks is one of the lines in which there have been a number of advances within recent months.

Handsaws, Ripsaws, Coping Saws Higher

Toronto.

SAWS.—Higher prices on handsaws, ripsaws and coping saws have been made effective in certain quarters, following the recent announcement of a general advance in all makes of saws. Atkins handsaws, 20-inch, are now quoted at $26 per dozen; 22-inch at $28.60; 24-inch at $31.10, and 26-in. at $32.40 per doz. Ripsaws, 26-in., are quoted at $32.40 per doz. Jones coping saws have been advanced to $17.80 per dozen. Disston's handsaws are quoted as follows: D 8 x 18-inch, $24.54 dozen; D 8 x 20-inch, $27.39 dozen; D 8 x 22-inch, $30.16 dozen; D 8 x 24-inch, $32.32 dozen; D 8 x 26-inch, $33.96.

Abrasive Wheels Withdrawn From Market

Toronto.

ABRASIVE WHEELS. — One large wholesale firm report a scarcity of emery wheels and carborundum wheels and have according instructed their representatives to discontinue quotations. In lieu thereof they are placing an artificial abrasive wheel before the trade which they are quoting at 45 per cent. off list.

New Plant Built To Manufacture Wipers

Toronto.

WIPERS, WASTE.—One of the local manufacturers of waste has recently completed a plant for the making of washed and sterilized wipers. These wipers are made from old cloth of various descriptions and have been used by some concerns to take the place of waste. These wipers have been popular in munition plants. Sale of this class of goods has been reported big and the manufacturers have felt encouraged to install a plant for their manufacture. White wipers are quoted at 12c. per pound, light wipers at 10c., and dark wipers at 9c. per pound. Cotton waste is holding steady in price with a firm undertone to the market. Big advances have recently taken place in the raw cotton market until the price of this commodity is pretty near back to the recent highest level. Manufacturers point out that with a continuation of this condition in the primary market the time is rapidly approaching when waste will of necessity have to follow upward also.

Household Scale Discounts Announced

Toronto.

SCALES.—New prices recently issued on the various kinds of scales still hold effective. Discount on Champion scales is 10 per cent. off list, while Standard and Household scales carry a discount of 25 per cent. The announcement of the manufacturers of 20 per cent. discount on Standard and Household scales is stated to have been made in error and that the right discount is 25 per cent. off list. List price on 10-lb. Household is $5 with an extra stamping charge of 10c. For the 25-lb. Household the list price is $6, with 30c. stamping charge. List prices on Champion scales will be found in current quotations.

Asbestos Sheeting Takes Big Jump

Toronto.

ASBESTOS SHEETING. — Recent costs of asbestos sheeting to importers from the United States have necessitated a material advance in prices locally. Where formerly the range of prices was from $9 to $12 per 100 pounds, the new range is from $12 to $15, representing an advance of 25 per cent. This material is scarce and very hard to obtain. A shipment came into the local market recently and the first cost to importers established a new record for this material. Other building materials held steady in price during the week.

Gasoline And Coal Oil Hold Steady

Toronto.

GASOLINE, COAL OIL.—There has been no disposition during the week to alter prices on gasoline, coal oil or lubricating oils. Castor oil, however, shows a firmer tendency with an advance of 5c. per pound recorded, making the selling price 45c. The possibility of regulation of prices on oils of various kinds in the United States is having the effect of holding prices steady for the time being. Consumption of gasoline still keeps heavy and with the coming of longer days greater quantities of coal oil are being burned in the country districts, both for heating and lighting purposes. Gasoline is quoted at 31½c and 32c and benzine at 30½c and 31c. Coal oil prices will be found in current quotations.

Canada Plate Stock Is Again On Sale

Toronto.

STOVES, ENAMELWARE. — Stove manufacturers and makers of stovepipe have been somewhat elated during the week over the arrival of stocks of Canada plate from the United States. This market has been practically bare of this material for some time past and it is with much satisfaction that dealers are again in a position to supply the needs of the trade. This material is largely used in the manufacture of stovepipes. Quotations being made on this plate are as follows: Dull, 52 sheets, $10.60; 60 sheets, $10.70. Polished, 52 sheets, $12; polished, 60 sheets, $12.10. The fact that import orders are beginning to come forward is the point of greatest interest to dealers. When present orders are delivered it is possible there will be a considerable time elapse before additional orders can be placed. Authentic advices during the week stated that the United States Steel Company would probably have no more Canada plate to offer for a year or more. Demand for stoves and ranges is reported very good and shipments are going forward as rapidly as the manufacturers can assemble the goods. Most of the manufacturers are behind in their deliveries. Enamelware remained unchanged and in steady position so far as prices are concerned.

Cordage Holds Steady At Recent Advances

Toronto.

CORDAGE, TWINE. — With the exception of some light demand for binder twine for the purpose of binding corn there has been but little activity in the twine market. Prices remain unchanged and will in all probabiliay do so for the balance of the season. There has been a steadiness in the market for cordage following the advances recorded recently. Demand for rope is light at present, as it is between-seasons so far as trade goes. Pure manila rope is quoted on the basis of 39c per pound, British manila and New Zealand hemp rope on a basis of 33c and sisal rope at 27½c per pound basis.

No Disposition To Quote Lower Prices Yet

Toronto.

IRON AND STEEL. — Locally there has been no disposition to quote lower prices on iron and steel. It is pointed out by some dealers that present prices are based on contract prices for iron and steel and that it would be some distance in the future before the mills reach the point where they can begin to supply the trade according to the schedule of prices adopted

by the United States Government. In the local market there has been a fair demand for iron and steel.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	....	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	8 00	11 50
Mining tool steel	18 00	26 00
Sheet cast steel	30 00	35 00

Embargo On Plates And Prices Go Up

Toronto.

SHEETS, PLATES. — Owing to the embargo placed on the shipment of steel plates of No. 10 gauge and heavier by the United States Government an acute situation has developed in the Canadian market. Some dealers have withdrawn quotations on No. 10 gauge black steel sheets entirely. Those who have any stocks have advanced the price 50c per 100 pounds, making the quotation now $12. On 3-16 inch plate an advance of $1 per hundred pounds has been recorded and a similar advance on ¾-inch boiler plate. Former is now quoted at $13.25 and the latter at $13 per hundred pounds. The United States Government has adopted the attitude of conserving the supply of sheets to the end that shipbuilding may be pressed forward with every possible despatch. Mills have been given orders to turn their energies to the production of plates for this purpose to the exclusion of production of other lines of steel. Galvanized sheets held steady in price. Dealers intimate that the recent conference with authorities at Ottawa anent the payment of duty may bear fruit and there is a probability that the lower range of prices may still prevail. Fairly good stocks of both black and galvanized sheets are reported to be on hand in some instances.

TORONTO—		
BLACK SHEETS—	**Per 100 lbs.**	
10 gauge	$	$12 00
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	13 25
¼-inch boiler plate	.....	13 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Waiting More Definite Word About Price Fixing

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Although there has been announcement with respect to fixed prices on certain steel commodities in the United States dealers are still awaiting more specific information before any action is taken with respect to establishing a scale of prices here. It is pointed out that eavetrough and conductor pipe and kindred manufactured lines are selling for less than the plain steel sheets. Quotations on these latter are still made on the basis of 10 per cent. off list. Corrugated sheets also remain unchanged.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Readjustment In Boiler Tube Prices

Toronto.

BOILER TUBES.—A slight readjustment has been made in the price of boiler tubes following the announcement in last week's issue of a 10 per cent. increase in price. Supplies of boiler tubes are getting depleted, with small prospect of getting additional supplies from the United States. Dealers locally assert there may be sufficient stocks to last the Canadian trade for the balance of the year if there is not an extra heavy demand. Following are the prices prevailing:

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Wool And Lead Sheets Decline

Toronto.

LEAD AND ZINC PRODUCTS.—There was a decidedly weaker tendency in lead products during the week following a similar condition in the primary market. Lead wool was quoted down 2c per pound at 16c, lead sheets for 3 and 3½ pounds to square foot were down 2¼c at 15½c, while lead sheets from 4 to 8 pounds were quoted at 14¾c, a decline of 2¾c per pound. Solder remained unchanged at recent quotations. Demand for lead and zinc products is reported fair.

Lead pipe, lb.	$ 0 18	....
Lead waste pipe, lb.	0 19	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 15½	....
Lead sheets, 3½ lbs. sq. ft.	0 15½	....
Lead sheets, 4 to 8 lbs. sq. ft.	0 14¾	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 40	....
Solder, strictly, lb.	0 37½	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Lead, Brass And Copper Slump Down

Toronto.

OLD MATERIALS.—There was a decidedly weaker tendency in tea lead, heavy lead pipe, red brass and heavy copper during the week. In tea lead there was a decline of ¾c per pound, on heavy lead pipe a decline of 1c per pound, 1c per pound on red brass and 2c per pound on old heavy copper. The market is in a stagnant condition as there is neither buying on the part of mills nor selling on the part of collectors.

TORONTO—		
Tea lead	$ 0 06½	......
Heavy lead pipe	0 08¼	......
Yellow brass	0.14¾	0.15
Red brass	0 19	......
Light brass	0.09½	0.10
Heavy zinc	0.05½	0.06
Heavy copper	0 20½	....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	......
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	21 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00
Country mixed scrap	....	12 00
Country No. 1 wrought iron	....	18 00

Nail Situation Remains Unchanged

Toronto.

WIRE, NAILS.—There is very little buying of nails at the present time owing to the lack of extensive building operations. Conditions in the wire nail trade remain practically the same as outlined in these columns last week. Smooth steel wire remains unchanged at the base price of $6.50 for gauges Nos. 0-9.

Lead Again Down; Good Demand For Copper

Toronto.

INGOT METALS.—There has been a much better demand for copper locally during the past week and prices show a slightly firm tendency in consequence. Tin is holding steady. Lead inclines to weakness, as also do antimony and aluminum.

COPPER.—There was a slightly firmer tendency locally for ingot copper due in a measure to the better demand and also to the embargo which the United States Government has imposed in the shape of requirement of filling needs of the Government and Allies for war purposes before any domestic trade can be looked after. Casting copper locally is quoted at 31½c and electrolytic at 32c per pound.

TIN.—Steadiness characterized the tin market during the week and prices locally held at 63½c to 65c per pound. In the primary market there was dullness and an easier tone in the face of declines in the London market.

SPELTER.—A light demand is reported in spelter and prices remained unchanged accordingly at 10½c per pound. In the primary market there is little business at the present time but there is anticipation that the United States Government will again be in the market in the near future for supplies and this is inducing producers to hold out for their price.

LEAD.—Prices locally were shaded down ½c during the week to 10½c in the face of a weak condition in the primary market. Production of lead has increased of late and consumers are holding out of the market, which usually happens in a declining market. Locally the demand has been fair.

ANTIMONY.—A light demand is reported on antimony and prices were down 1c per pound at 18c. Arrivals of supplies in the primary market with little demand there has also tended to cause weakness in that quarter.

ALUMINUM.—The market is quiet and due to the influence of light demand prices were somewhat lower at 60c per pound, in the local market.

PIG IRON.—The new schedule of prices on pig iron in the United States has not affected the local situation as yet, as the embargo may operate to hold prices firm in this market. Report of the Department of Mines of Canada shows that for the first six months of the present year the production of pig iron was 24,901 tons greater than during the same period last year. Production for the first half of this year amounted to 586,998 tons.

LONDON MARKETS

LONDON, Oct. 2.—Business is good here this week. Fall lines move faster again with the cooler weather. Oil heaters, stove pipes, elbows, stove boards, ash sifters, roofing and building paper all good sellers. Prices, with few exceptions, remain firm. Collections are good.

Building Paper Declines; Nails

London.

DRY BUILDING PAPER.—Prices on dry building paper show a slight decline this week. Following are the new quotations: No. 1 dry fibre paper, $1.10 per roll; No. 2 fibre, 59c per roll; Surprise paper, 66c per roll. There is no change in other lines of paper.

Nails

Nail prices are unchanged this week. There is a good sale for nails at the present time at $5.45 base for wire nails, and $5.75 base for cut nails.

Tinned Spoons, Forks, Advance

London.

TINNED SPOONS AND FORKS.—An advance has been made this week in prices on tinned spoons and forks. New prices are as follows: No. 900 teaspoons, $3.25 per gross; No. 900 dessert spoons, $6 per gross; No. 900 table spoons, $6.50; No. 900 dessert forks, $6.50; No. 900 table forks, $7 per gross.

Glass

There is a fair sale for glass now at unchanged prices of 50 per cent. off for single and double diamond and 40 per cent. off for cut lights.

Sash Hangers, Pulleys Advance

London.

SASH HANGERS.—An advance has been made this week on storm sash hangers and sash fasteners. New prices on hangers are $1.45 per doz., and on storm sash fasteners, $1.70 per doz.

Line Pulleys

Higher prices are quoted this week also on Rolston C. line pulleys. New quotations are as follows:—Japanned, $3.25 per doz.; galvanized, $4 per doz.

Lanterns, Burners, Rope Prices Firm

London.

LANTERNS.—Prices are unchanged this week on lanterns and lantern globes. Short and long pattern lanterns are $12 per doz., and lantern globes in short and long pattern are as follows: 6 doz. to case, 85c per doz.; 3 doz. to case, 90c per doz.; 1 doz. to case, $1 per doz.

Lamp Burners

Tin lamp burners, A. Ontario are quoted this week at 80c per doz.; B. Ontario burners are $1.05 per doz.

Rope

Rope prices are firm at unchanged quotations. Prevailing prices are: 39c base for pure Manila; 33c for British Manila, and 27½c for sisal.

Clothes Lines Up; Weather Strip

London.

SISAL CLOTHES LINES.—Advances are recorded this week on sisal clothes lines, bringing new prices to the following: 48 ft. line, $1.50 per doz.; 60 ft. line, $1.90 per doz.

Weather Strip

Wood and felt weather strip is quoted this week at 75 per cent. off list; Swan strip is 75c per set, and Frost King strip is $4.40 per doz. pkgs.

Harvest Tools

Harvest tools are unchanged this week at 25 per cent. off list.

Snow Shovels

Snow shovels are quoted at 12½ per cent. off list.

Hose Couplings, Nozzles Advance

London.

HOSE COUPLINGS AND NOZZLES. Higher prices are being quoted this week on hose couplings and nozzles. Brass hose couplings are as follows: ½-in., $1.70 per doz.; ⅝-in., $1.75 per doz.; ¾-in., $1.80 per doz.; 1-in., $3.50 per doz. Gem hose nozzles are quoted at $6 per doz.

Ash Sifters

Ash sifters are unchanged in price this week at $2.15 per doz. for wood-sided sifters; $2.90 each for Banner sifters, and $5.25 each for Rocker No. 1 sifters.

Stove Cement, Oil Heaters

London.

STOVE CEMENT. — Rutland stove cement is quoted this week at $1.85 per doz., in 3-lb. packages, and $2.75 per doz. in 6-lb. packages.

Oil Heaters

With an increasing demand for oil heaters, prices are unchanged at $3.85 each for No. 520 heater; $3.80 for No. 525; and $4.25 for No. 530 heater.

Sleds

Sleds are quoted this week at 37½ per cent. off list.

Wood-lined stove boards are 30/10 per cent. off list.

Cow ties are quoted at 12½ per cent. off list.

Putty Higher; White Lead Firm

London.

PUTTY.—An advance in price has gone into effect on putty this week, bringing new prices to the following:—Standard putty in 25, 50 and 100-lb. drums, $4.75 per 100 lbs.; pure putty in 25, 50 and 100-lb. drums, $5.75 per 100 lbs.

White Lead in Oil

White lead prices are firm this week at new prices of $18 per 100 lbs. for pure lead in ton lots and $18.30 per 100 lbs. in less than ton lots.

Linseed Oil And Turps Unchanged

London.

LINSEED OIL.—Prices on linseed oil are unchanged this week at $1.49 per gal. for raw oil in 1 to 2 bbl. lots, and $1.52 for boiled. In 3 to 5 bbl. lots raw oil is $1.48 per gal. and $1.51 for boiled; in 6 to 9 bbl. lots raw oil is $1.46 per gal. and boiled oil is $1.49 per gal.

Turpentine

Turpentine prices are unchanged this week at 69c per Imp. gal. in 1 bbl. lots; in 2 to 4 bbl. lots turpentine is 68c per gal., and in 5-gal lots it is 76c per Imp. gal.

WINNIPEG MARKETS

WINNIPEG, Oct. 2.—After two weeks of very steady markets this week shows many changes all of which show substantial advances. The new prices set by the U.S. Government on steel commodities are not, "In the opinion of many of the Winnipeg jobbers" going to effect the selling prices here as all American mills are booked to capacity for many months in advance, and prices being offered by foreign buyers are even much in excess of prices fixed by the Government.

Barb Wire Prices Revised; Cow Bells

Winnipeg.

BARB WIRE.—The following revision in barb wire shows a reduction of 15c per spool below the last quotation, this being an error in estimating costs, the high price being figured on the all rail rate of freight. The revised prices are based on the lake and rail rate. Today's prices are quoted as follows:

Lyman, $4.95 Fort William, $5.25 Winnipeg;

Glidden, $4.80 Fort William, $5.10 Winnipeg; Baker, $4.75 Fort William, $5.05 Winnipeg.

Cow Bells

Cow bells show another increase of approximately 12½ per cent. making to-day's price on Holstein and Kentucky pattern 5 per cent. off list, net prices are as follows:

Cow Bells—7, $2.35 doz.; 6, $2.85; 5, $3.80; 4, $4.75; 3, $5.70; 2, $7.60; 1, $9.50; 0, $11.40.

Big Advance On Wood, Steel Blocks

Winnipeg.

Wood and Steel Blocks

Prices on wood and steel blocks which have remained firm for some months now show strong advances amounting to 25 per cent. on wood and 12½ per cent. on steel. To-day's market prices are quoted herewith:

Wood Blocks—Single, 3 in., 70c each; 4 in., 85c each; 5 in., 90c; 6 in., $1.10; 7 in., $1.30; 8 in., $1.65; 10 in., $2.75; 12 in., $4.45; Double, 3 in., $1.30 each; 4 in., $1.60; 5 in., $1.75; 6 in., $2; 7 in., $2.40; 8 in., $2.85; 10 in., $4.50; 12 in., $7.50; Triple, 4 in., $2.15 each; 6 in., $2.90; 8 in., $4.25; 12 in., $10.65.

Steel Blocks—Single, 3 in., 63c each; 4 in., 76c; 5 in., 81c; 6 in., $1; 7 in., $1.17; 8 in., $1.75; Double, 3 in., $1.17 each; 4 in., $1.45; 5 in., $1.55; 6 in., $1.80; 7 in., $2.15; 8 in., $3; Triple, 4 in., $1.95 each; 5 in., $2; 6 in., $2.60; 7 in., $3.15; 8 in., $4.65.

Wire And Chains Advance In Price

Winnipeg.

Wire

In sympathy with the advances in other lines of wire, advances are herewith given on coil spring and plain twist as follows:

Coil spring wire, galvanized, Ft. Wm., $5.75; Winnipeg, $6.10 per 100 lbs.; No. 12, Ft. Wm., $5.95, Winnipeg, $6.35 per 100 lbs.; Plain twist wire, No. 12, Ft. Wm., $5.10, Winnipeg, $5.50 per 100 lbs.

Chains

Advances have just been put into effect by Winnipeg jobbers on halter chains and tie out chains "although advanced by the manufacturer's some months ago," thereby giving the hardware dealer the benefit of securing their requirements up to the present time at old prices. To-day's markets on halter chains is 20 per cent. off list and tie out chains 47½ per cent. off list.

Lamp Chimneys Up 40 Per Cent.; Burners

Winnipeg.

Lamp Chimneys

Owing to the scarcity of labor and high cost of production, lamp chimneys show one of the heaviest advances since the outbreak of the war, amounting to about 40 per cent. present prices are quoted herewith:

Lamp Chimneys—8 doz., case A, $7.80 case, $1.05 doz.; 4 doz., case A, $4.20 case, $1.05 doz.; 6 doz., case B, $6.50 case, $1.15 doz.; 3 doz., case B, $3.50 case, $1.15 doz.

Lamp Burners

Owing to the high prices prevailing on brass, lamp burner manufacturers have been compelled to again advance their prices and to-day's quotations are herewith given:

Lamp Burners—Banner A, $1.10 doz.; Banner B, $1.55; Regal D, $2.80; Security A, $1.35; Security B, $1.65.

Lantern Burners—No. 1, 93c doz.; No. 2, $1.50 doz.

Game Traps And Galvanized Wire Up

Winnipeg.

Game Traps

In last week's issue of HARDWARE AND METAL mention was made of an expected advance in game traps, this has just come to hand and to-day's prices are as follows:

Game Traps—Victor—No. 0, $1.58 doz.; No. 1, $1.86; No. 1½, $2.80; No. 2, $3.90; No. 3, $5.20.

Game Traps—H. & N.—No. 1, $2.86 doz.; No. 1½, $4.29; No. 2, $6; No. 3, $8; No. 4, $9.45.

Game Traps—Jump—No. 1, $2.40 doz.; No. 1½, $3.65; No. 2, $5.33; No. 3, $7.08.

Game Traps—Newhouse—No. 2½, $13.62 doz.; No. 3½, $15.27; No. 4, $13.62; No. 4½, $33.05; No. 50, $70.30; No. 5, $99.25.

Soft Galvanized Wire

As predicted by HARDWARE AND METAL, the advance is now effective on soft galvanized wire which shows an increase of about 40c per 100 lbs. To-day's market prices are as follows:

Plain Galvanized Wire—No. 9, $5.65 Fort William, $6.05 Winnipeg; No. 12, $5.85 Fort William, $6.25 Winnipeg, per 100 lbs.

Plain Galvanized Wire—No. 6-7-8, $7.60 per 100 lbs., Winnipeg; No. 10, $7.70 per 100 lbs., Winnipeg; No. 11, $7.80 per 100 lbs., Winnipeg; No. 13, $6.85 per 100 lbs., Winnipeg; No. 14, $8.15 per 100 lbs., Winnipeg; No. 15, $8.70 per 100 lbs., Winnipeg; No. 16, $9 per 100 lbs., Winnipeg.

Pipe Cutters Up; Washing Machines

Winnipeg.

Pipe Cutters

Prices on Barnes pipe cutters which have remained steady for some time are again advanced and the following prices now prevail No. 1, $2.50 each; No. 2, $3.30 each; No. 3, $5.50 each. Extra wheels for No. 1, 15c each; No. 2, 18c each.

Washing Machines

Advances which were made some time ago by the manufacturers of washing machines are only now being put into effect by the Winnipeg jobbers, and then only on two lines, namely: Snowball and New Idea. However, a general revision may be looked for later, to-day's prices on the above lines are Snowball $8.50 each, New Idea $11.35 each.

Saw Blades; Poultry Netting Advanced

Winnipeg.

Hack Saw Blades

Hack saw blades which have remained firm for many months, show an advance and to-day's ruling prices are: Star, 6 in., 65c doz.; 8 in., 75c doz.; 9 in., 80c doz.; 10 in., 90c doz.; 12 in., $1.20 doz.

Poultry Netting

Prices on poultry netting show a strong advance, however, this commodity has not been advancing with the other lines of wire which makes to-day's advance look rather large, being about 33 1/3 per cent. increase. To-day's discount on poultry netting is 15 per cent. off list, making the net prices per roll as follows:

1 in. x 24 in., $5.95 per roll; 1 in. x 30 in., $7.20; 1 in. x 36 in., $8.50 per roll; 2 in. mesh x 24 in., $2.90; 2 in. x 30 in., $3.40; 2 in. x 36 in., $4.05; 2 in. x 48 in., $5.25; 2 in. x 60 in., $6.55; 2 in. x 72 in., $7.80 per roll.

Banner Netting—24 in., $4.15 per roll; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40 per roll.

Barb Wire, Nails And Staple Prices

Winnipeg.

During the week the wire and nail manufacturers announced firm prices on their products. Therefore Winnipeg jobbers are now accepting orders for shipment up to April 1 on barb wire, wire nails and staple at prices quoted herewith: Barb wire, Lyman, $4.95 Ft. Wm., $5.25 Winnipeg; Glidden, $4.80 Ft. Wm.; $5.10 Winnipeg; Baker, $4.75 Ft. Wm.; $5.05 Winnipeg; wire nails $5.60 Ft. Wm.; $6.00 Winnipeg; staples, $5.85; Ft. Wm.; $6.25 Winnipeg.

Linseed Oil On Decline; Turpentine

Winnipeg.

Linseed Oil

Linseed oil prices this week show a decline of ten cents per gallon, owing to the drop in the flax market. To-day's prices are: raw $1.65 per gal.; boiled, $1.68 gal.

Turpentine

Turpentine prices remain unchanged although further advances are expected, to-day's quotations are herewith given: blls. 85c gal.; ½ bbls., 88c gal.; 5 gals. 90c gal.; 1 gal., 90c gal.

PITTSBURG MARKETS

PITTSBURG, Oct. 1.—The long suspense as to how iron and steel prices will be made is ended. They will be fixed by agreement between the Government and the producers, and perhaps later on by Government decree resting upon legislation now contemplated. As it was suggested in last report might be the case, an agreement was made upon iron and steel corresponding with that previously made upon copper.

The iron and steel manufacturers assembled in Washington Friday, Sept. 21, as reported a week ago. Addresses were made urging them to settle the matter of prices and to dismiss such opposition as they might have to President Wilson's strongly held view that there should be but one price, applying to the Government, its Allies in the war, and the general trade. It may be mentioned, parenthetically, that there has never been a

precise statement as to whether the phrases, "the public" and "the general trade," in this connection would be interpreted as including foreign buyers of steel for commercial purposes. The iron and steel manufacturers accordingly submitted a schedule of prices to the War Industries Board, which conducted the negotiations, and Chairman Scott, of the Board, while observing that the prices were somewhat higher than they had hoped for, agreed to submit them to the President. On Saturday afternoon the manufacturers were advised that the President had accepted the schedule, but it was not until Monday afternoon that the announcement was made by the Committee on Public Information at Washington. The schedule was: Lake Superior iron ore, no change from the 1917 list, which sets Mesabi non-Bessemer at $5.05 on Lake Erie dock; pig iron, $33; steel bars, 2.90c; structural shapes, 3.00c; plates, 3.25c, f.o.b. mill, Pittsburgh or Chicago. Thus Pittsburgh prices as a basis for the whole country disappear, and Chicago is made a separate basing point, a radical departure right at the start.

Merely a Basis

Two things occurred. First, the manufacturers agreed to make "one price for all," whereas legally the Administration had authority to fix prices only with respect to purchases made for the Government's own account. Second, a general basis for prices was adopted. It was not a schedule of prices, but a statement of certain specific prices, from which other prices could be worked out, in proper relation to the basis. What was needed was a basis to determine the general level, and to show what measure of profits the manufacturers should be accorded. The $33 pig iron price applies to basic, No. 2 foundry and malleable, at valley furnaces. Bessemer, low phosphorus, etc., at valley furnaces, as well as prices for various grades at furnace in other districts, are to be worked out. It is suggested that Bessemer should be set at 10 per cent. above basic, as that has been the average spread for years. Birmingham prices will probably be a shade below $30. Pig iron prices in general, and prices for the various important finished steel products, are to be worked out by committees of the American Iron and Steel Institute, in the main the committees that have been engaged for several months past in distributing Government orders to the mills in accordance with their tonnage capacity and their ability to produce the various materials. The conclusions of these committees will be placed before the War Industries Board, and prices as approved will be announced at Washington from time to time. The statement is made, apparently upon official authority, that prices upon about 150 iron and steel commodities are to be fixed.

For wire prices it seems quite probable that the official prices of the American Steel & Wire Company will be adopted, these being based upon $3.20 for nails. The prices were first announced March 5 last, and have been adhered to by the leading interest, while independents advanced first to $3.50 and then to $4.

For steel pipe it is likewise probable that the official prices of the National Tube Company will be adopted. This discount list is based upon 55 per cent., and was published April 2 last. Afterwards all the independents but Republic advanced to 49 per cent., and later some advanced to 42 per cent.

To determine a price for billets, a familiar practice often employed in making sliding scale contracts, is to take one and one-half times the price of pig iron, which would make $49.50, and sheet bars for such contracts have usually been set at $1 above billets. Thus billets and sheet bars are likely to be in the neighborhood of $50. If so, black sheets would be fairly fixed at 5.00c, or a trifle less, with blue annealed on a slightly lower basis. Galvanized would be about 1.50c above black.

Market Inactive

Naturally the market has been inactive. There was scarcely any activity before the price fixing agreement, and now there is practically none. The whole thing is new. Producers, of course, do not rush to sell when there has been a radical reduction, even though it is a reduction from a quite fictitious level. Buyers are indisposed to buy, except for early deliveries, and these the mills cannot make. The new prices are subject to revision January 1 or later. There is also the contingency that the Pomerene Bill, now in the Senate, may be enacted. It looks to giving the Administration full legal authority to fix all iron and steel prices for everybody. With such authority the Administration might be disposed to reduce prices below the present agreed level. In the circumstances, there will be little disposition in future for producers to sell, or consumers to buy, for deliveries far ahead. The Priority Board is to have strict supervision of the sequence in which orders are filled, and thus the placing of an order by a commercial buyer does not insure that it will be filled at any particular time. In the circumstances, with the mills well filled with orders and with the great mass of consumers correspondingly well covered, there will be a transition to a condition of hand-to-mouth buying, relatively speaking. This necessarily involves a period, perhaps of several months, in which commercial buying will be quite light.

Enormous War Orders

An immediate result of the price agreement is that large war orders will be placed. Upon excellent authority it is stated that within two months the Government will distribute orders for about 7,000,000 tons of steel, chiefly for shipment in 1918. While the Government has been placing orders right along, chiefly at tentative prices, to be revised when the price question should be finally settled, it has naturally held back such business as could be held back without detriment to the prosecution of the war. Substantially all the purchases on account of our Allies have been held back since the Government did not have, as in the case of its own purchases, the power to fix the prices. Thus a large amount of business has accumulated, and the 7,000,000 ton statement, while somewhat startling, really furnishes no cause for astonishment. Production of finished rolled steel has of late been at the rate of about 33,000,000 tons a year, while the capacity is equal to 35,000,000 tons or more, full operation having been impossible, chiefly because of shortage of coke. Thus the 7,000,000 tons is in the neighborhood of 20 per cent. of a year's output. Part of it is merely in sequence to the steel furnished the Entente Allies last year, when production was less, only about 30,500,000 tons. Eventually there should be plenty of steel for commercial requirements.

Coke

While a price for Connellsville coke was fixed at the same time that steel prices were agreed upon, the procedure was slightly different, and the principle was different. The procedure was different in that the President accepted without modification the iron and steel prices submitted, while the $6.50 price submitted by the Connellsville coke producers he cut by 50c, making the announced price $6. The principle was different in that the President, under the Lever Act, has full authority to fix the coke price for everybody.

INCORPORATIONS

Montreal, Que.—United States Coal Corporation, Ltd., has been incorporated with a capital of $25,000 to carry on business as coal, coke, metal dealers and foundrymen.

Winnipeg, Man.—The Canada Atlantic Grain Co., Ltd., has been incorporated with a capital of $100,000 to carry on general business of grain dealers and to manufacture linseed oil and linseed cake.

Ottawa, Ont.—C. E. Fleming Tie and Lumber Co., Ltd., has been incorporated with a capital of $100,000 to carry on business of lumber merchants and manufacturers of wooden ware.

Regina, Sask.—Canadian Nu-Fuel Company, Ltd., has been incorporated with a capital of $100,000 to carry on business of managing new fuel known as Oakoal.

Toronto, Ont.—Central Iron Works, Ltd., has been incorporated with a capital of $100,000 to manufacture and deal in metals and metal products, locomotives, automobiles, aircraft etc., and to carry on general business of iron and steel makers.

Walkerville, Ont.—Standard Foundry and Supply Company, Ltd., has been incorporated with a capital of $40,000 to carry on general foundry business together with trade or business of iron masters, steel makers, converters, brass founders, tin-plate makers and to deal in all articles in which iron, steel or any other metals are used. F. S. Ferguson is manager, T. P. Charlton, Superintendent, both of St. Thomas, Ont.

WEEKLY PAINT DEPARTMENT

Scientific Window Display

Big Factor in Pushing Paint Sales — Cheap and Effective Method of Advertising—Window is Agent of Force.

PROGRESSIVE hardware merchants throughout the country are now realizing the immense advertising value of their show windows in connection with the sale of paint, and are making the greatest possible use of them. Oftentimes it is only necessary that the suggestion be offered to passers-by for paint sales to result, and this end is best achieved through the medium of window display.

Take a few minutes off to-day to look at your own window of paint. View it from the customers' standpoint if you can, and you will agree that the foregoing statement is correct.

What is the value to the average business man of his window display? How can the average man improve his business by this method? This is a topic that has come in for a greater share of consideration by all classes of industrial men to-day. But by some it is looked upon as a matter that brings with it little remuneration. For this reason they neglect this opportunity, and are losing more or less each day that it is neglected. Oftentimes paint displays are made simply because the space is available, and the display itself does not receive any special consideration.

Simply filling your paint display window with a conglomerate lot of articles, or even with a few, poorly arranged, does not attract the passer-by, and has no practical value at all. To make the window of real value, you must study the topic with care. Attention should be given to the fact that there is something in anticipating one line of sales by the proper display of some others. In arranging paint displays special seasons and events of the year can be taken into consideration with advantage. Take for instance the holiday season. A window displayed with taste and attractiveness, with a little touch illustrative of special celebrations, such as Thanksgiving Christmas and Easter, carries extra weight with the buying public.

Value of Seasonableness in Displays

There are special seasons of the year when various lines can be played up to advantage. That is the time when these things should be made a particular window feature. It is at such seasons that there is a particular cause for the window being made to do its part in the game that will appeal to a larger number of customers. Appeal to the passer-by with vigor. Make him stop and inspect your window. That is the invitation that he many times looks for and will profit by. Make it so forceful that he will be compelled to enter and become one of your real friends. Many customers are made with this simple method of business getting. Your store, if located in the small city, can still claim a large share of the trade that might and does go elsewhere.

Should be Changed Frequently

Some storekeepers do not deem it wise to change their display more often than every thirty days. This is a serious error in this age of active business life. Even though the window is permanently reserved for paint displays, it should be changed frequently. Everyone tires of noting the same display in the window; when it has been noted once or twice, a newer view is desired. If, however, the window has been changed with frequency and then has been attractively displayed, it will become a source of pleasure and a continuous joy to you.

In the large cities, in many of the leading stores, the window is changed every few days, and the cost of making the display runs into many thousands of dollars

(Continued on page 78.)

Paint display arranged by C. M. Whetstone (aged 15 years) for the T. Whetstone Hardware, Toronto.

Paint With Business-Building Qualities and Big Profits

Over half a century of high quality paint-making has gained the full confidence of the consumer for RELIABILITY of our lines. They bring a steady patronage.

JAMIESON'S
PURE PREPARED PAINTS

A WORD ABOUT PROFITS—Even though a product is a good seller it is not of much account to the dealer unless it pays a fair profit—our paints pay HANDSOME PROFITS.

Link up with us without delay. Write for our proposition—sure to interest you.

R. C. JAMIESON & CO., Ltd., Montreal, Canada

ESTABLISHED 1858 **Owning and Operating P. D. DODS & CO., Limited**

MEAKINS
BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 3.—Interest in the paint market products is this week directed more towards the oils. Linseed oil is in an uncertain mood, but with strong tendencies about the undertone. Turpentine is decidedly stronger this week. There is a steadiness of tone about white lead in oil and putty. This following the recent changes in price is not surprising. In mixed paints the tone is also steady. Business is reported brisk in these lines, and the outlook is for steady activity in production and merchandising of painters' materials. The glass market is firm as ever, and the difficulties besetting the brush market are still present, making all kinds of brushes costly, and causing scarcities of some lines.

Linseed Oil Market In Uncertain Mood

Montreal.

LINSEED OIL.—A complication of factors, all of which have a bearing on the market situation, makes linseed oil a product of very uncertain mood at the present time. First of all there has been the development of the Canadian new crop in the North-West. This has been reported good, and as a result, with flaxseed coming in more plentifully to Winnipeg, an easier note was struck in the primary market. This was noted on Saturday last week. Flaxseed came down to $3.10½ per bushel, which is lower than it has been for some time previously. From crushers, oil could be obtained this week in carload lots at about 3c per Imperial gallon less than the quotations of last week for similar large quantities. The easier note is, however, apparently only passing, and the situation is affected by several other considerable factors, and, while the North-West crop news may tend to incline the market to easier tone, the other factors have the opposite effect. There is a strike at the terminal elevators at Fort William, which may have the serious effect of backing up the whole transportation system between there and the grain-fields, and thus firming the market sharply. It is hoped that the strike will speedily be settled. There is also the fact that the United States flaxseed crop is disappointing, and the demand from across the border will quickly diminish Canadian flaxseed supplies. Consideration of these factors has led a majority of market observers interviewed this week to the view that the present easier tone to linseed oil may be regarded as merely passing, and the prospects for the future considered more inclined to firmness than to easiness. Quotations for linseed oil under existing conditions vary, and are in some cases withheld. One or two firms are not anxious to dispose of linseed oil. Prices mentioned, however, are as follows:

Linseed oil.	Per Imperial gal.	
	Raw.	Boiled.
1-4 bbls. ...	$1.40-1.46	$1.42½-1.49
5-9 bbls. ...	1.39-1.45	1.41½-1.48

Turpentine Higher And Firmer Tone

Montreal.

TURPENTINE.—The market tone for turpentine is firmer. The reason given for this is anticipated shortage, the primary market tone being steadily firm, and the outlook for supplies for the future being full of uncertainty from transportation considerations, and prospects of labor scarcity in the producing centres. Quotations for turpentine at the time of reporting were given in the expectation of further advances before long, and were as follows:

Turpentine.	Per Imp. gal.
1-5 bbls.	$0.64 to $0.68
5-9 bbls.	0.62 to 0.66

White Lead In Oil Considered Steadier

Montreal.

WHITE LEAD IN OIL.—There are no further changes in white lead in oil to record for the present week, and the opinion held by market watchers as to this product is that a steadier tone may be anticipated. Much depends on the metal market, of course, and the linseed oil market may prove a factor should developments produce changes of importance. But the disposition of the market at time of writing is described as steady. Quotations are as given last week following the decline:—White lead in oil, in 5-ton lots, per 100 lbs., $17.50; in 1-ton lots, per 100 lbs., $17.80; in less than ton lots, per 100 lbs., $18.10. rices f.o.b. Montreal, delivery to December 1st.

Putty Market Is Steady This Week

Montreal.

PUTTY.—No market change is recorded this week for putty, and the outlook is considered steady by those intimate with the market generally. The actual bulk putty might respond to a firmer trend in linseed oil, though opinions are that steadiness is more likely to be maintained for a time now. Putty itself, as will be recalled, has not altered in price for some time, the recent changes being due to cost of containers. This is a factor which may have further effects later, the condition of market for all sheet metal containers, such as iron drums, etc., being very much marked by scarcity and firmness of price. Quotations for putty for the present week are as follows: Standard putty bulk, in barrels, in 5-ton lots, per 100 lbs., $3.25; in 1-ton lots, per 100 lbs., $3.40; in lots of less than a ton, per 100 lbs., $3.60.

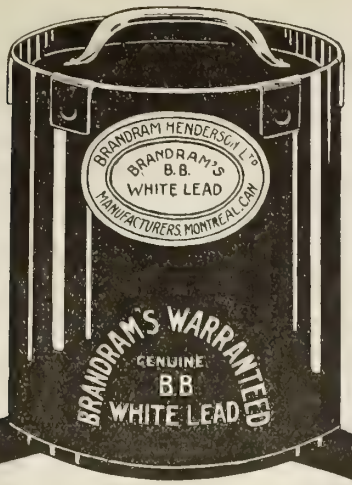
Mixed Paint Demand Good; Market Steady

Montreal.

MIXED PAINTS.—There was not very long ago a market tendency that might have meant advances in the cost of mixed paints. This has, however, modified a little of late, and while there is not the least chance of mixed paints being lower in price (as far as indications go at present) the immediate likelihood of advances is not emphasized. Steadiness is the tone indicated at present—steadiness of market as to prices, and plentiful activity as to production. Business in mixed paints is good, and has been so for some time. Fall demand is strong, and most manufacturers of paints are able to report excellent progress in figures of production during the year so far. The outlook for the more distant future is felt by many to be towards firmness, but this may be affected by unforeseen factors in the meantime.

TORONTO

TORONTO, Oct. 4.—There was a firmer tone in the market for turpentine during the week, but weakness was evident in linseed oil. The condition in the former commodity was brought about through higher prices in the primary market while the weakness in linseed oil was occasioned through lower prices on flaxseed. Reports of conditions in the Canadian West are more reassuring and seed has in consequence declined. Glass is of more than passing interest in that the American manufacturers have announced a new price effective October 1 which is considerably higher than recent quotations to Candian trade. One line of paint and varnish remover has been increased in price. As a general thing trade is somewhat quiet in paint lines at present, but one manu-



The Standard of the World

Accepted the world over as the white lead by which all others are judged. Made continuously for nearly 200 years during which time it has been building a wonderful reputation.

BRANDRAM'S GENUINE B.B. WHITE LEAD

is the one you should sell, if you would have your store become known as headquarters for painters' supplies. If you stock this white lead, the trade of the master painter will come to you—and he buys many things besides white lead.

Write to-day for current prices.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

facturer reports that business is very promising for the fall trade. Glue in certain instances is higher. White lead in oil is holding steady at the recent declines.

Linseed Oil Shows Lower Tendency

Toronto.

LINSEED OIL.—There was a weaker tendency manifest in linseed oil during the week as a result of a decline in the price of flaxseed at Winnipeg. On Saturday of last week cash seed was quoted at $3.23½ per bushel and on Wednesday of the present week had declined to $3.10 per bushel. Favorable reports on the condition of the crop was the dominating factor to send prices lower. As an offset to this oil men point out that the strike of elevator men at Fort William may have the effect of tying up shipments and causing seed to back up, which may affect the market toward firmness. Locally the demand for oil is fair. Quotations were made down to $1.40 per gallon with the range as high as $1.49 in single barrel lots for raw oil.

	Raw, per 9 lbs.	Boiled, per 9 lbs.
1 to 2 bbls.	$1.40-$1.49	$1.43-$1.52
3 to 5 bbls.	1.39- 1.48	1.42- 1.51
6 to 9 bbls.	1.37- 1.46	1.40- 1.49

Turpentine Prices Incline Upward

Toronto.

TURPENTINE.—There was an inclination toward higher prices during the week as a result of the firmer situation in the primary market in Savannah, where higher prices were recorded, an advance of ½c per gallon having been quoted in that quarter during the first of the present week. The range of prices locally is from 66c to 70c per gallon in single barrel lots, which represents an advance of 1c over the high quotations of last week. Demand for turpentine at present is not heavy.

	Imp. gal.
1 barrels	$0.66-$0.70
2 to 4 barrels	0.67- 0.69
5 gallon lots	0.74- 0.88

Favorable Weather For Painting Trade

Toronto.

MIXED PAINTS.—With a stretch of good weather, conditions have been favorable for fall painting and manufacturers in some instances report that it has already had a beneficial effect on sales. In other instances the demand is reported somewhat light, but there is expectation that larger sorting orders may be forthcoming with a continuation of favorable painting conditions well into the month of October.

Higher Glass Prices Announced In U.S.

Toronto.

GLASS, PUTTY. — Local dealers in glass have been advised by manufacturers in the United States that effective October 1 higher prices to the extent of $1.30 per box have been made over the prices formerly quoted to the Canadian trade. While the trade in this centre is still quoting glass at a discount of 50 per cent. off list they are of the opinion that it is only a question of time until higher prices must prevail in conformity with the conditions in the primary markets.

Mirrors are now being sold from the American list which provides for a considerable increase in the narrow sizes.

Putty held in steady market at the advances recorded in last week's issue.

White Lead In Oil Steady At Decline

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil remained steady at the decline of $1 per hundred recorded last week. As invariably happens a declining market usually causes a cessation of buying until it becomes apparent that the downward movement has been arrested and this has been largely so in the case of white lead in oil. Buying of this commodity within recent weeks has been light. Quotations will be found in current quotations.

Glue Still Higher; Paint Remover Up

Toronto.

GLUE, PAINT REMOVER.—Firmer prices on glue prevailed in certain instances during the week when white pigsfoot was quoted up to 50c per pound. Other glues remained unchanged at recent quotations as given in current quotations. Taxite paint and varnish remover is one of the lines to register a higher price during the week, in gallon cans being quoted at $3 as compared with $2.40 previously.

WEEKLY PAINT DEPARTMENT

(Continued from page 74.)

every year. Does it pay the merchant? All of them answer unanimously in the affirmative. See the man who has given this topic more than passing thought, and he will prove to you that there is a far greater return to the man who gives the window display a fair share of attention. Mention of certain articles in the window is frequently made by the customer. This is the first thing that he will say, where there has been a particular reason for calling for the article. The display has caught his eye, and he is forced to come in for a closer inspection of the merchandise, if not a purchase.

An Agent of Force

Play up the window and its possibilities. Make the window your agent for force, and give it every possible attention. Many lines thus shown are disposed of with a profit that might otherwise become dead stock and be sold in the end at a great loss.

Are you making the window the big publicity feature that it should be made, and are you giving it the same attention that it demands at your hands? Look into your own establishment and see wherein this item of publicity can be made a strong feature. Has it been neglected in the past? It may have been only viewed as a makeshift that has been losing instead of becoming a feature that will and should be the means of making your establishment the most talked of in your city or town.

There is only one kind of a successful window, and that is the kind that sells goods. The two main features of a good window are the "trim" and the "display." The trim is the accessory and to the window what type is to the ad. The display counts just the same as good live copy in the printed announcement. Never allow the trim to overshadow the display. Don't let it even compete with it. The trim should be used only as a sub-part or background, and the failure to hold to this rule will hurt the selling qualities of the display.

THE "IT CAN'T BE DONE" MAN

(Continued from page 57.)

that the experts could produce would be infinitely better than the crazy price structure that the open market developed. We are going to win the war, we are going to train, equip and maintain an army, we are going to build tens of thousands of airplanes, scores of destroyers, millions of tons of shipping, and we are going to fix steel prices and control the manufacture, distribution and consumption. It is all one. It is winning the war. Don't whine. Don't scold. Help to get rid of the "it can't be done" man. The biggest blow you can give him is to refuse to listen. That is the weakest spot in his psychology.

MARKET REPORT

A weekly market report is now being issued by McArthur, Irwin, Ltd., giving quotations on their various products.

INCREASE GASOLINE OUTPUT

The United States Government it is stated, has been offered and accepted the free use of a process discovered by a San Francisco chemist which, it is claimed, will increase the output of the country's gasoline by twelve-fold.

STEEL CITY BUILDING AT OJIBWAY

Canadian Steel Corporation will within a few days commence the construction of one hundred and fifty residences at Ojibway and other accommodation to house the army of workers who will be employed at the Steel City. This work will cost approximately one million dollars, and is apart from the building of a long dock and a canal on the river front below Sandwich. Already railroad tracks and pavements cover the new territory, and preliminary work for the construction of the docks has been under way for the past two months.

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

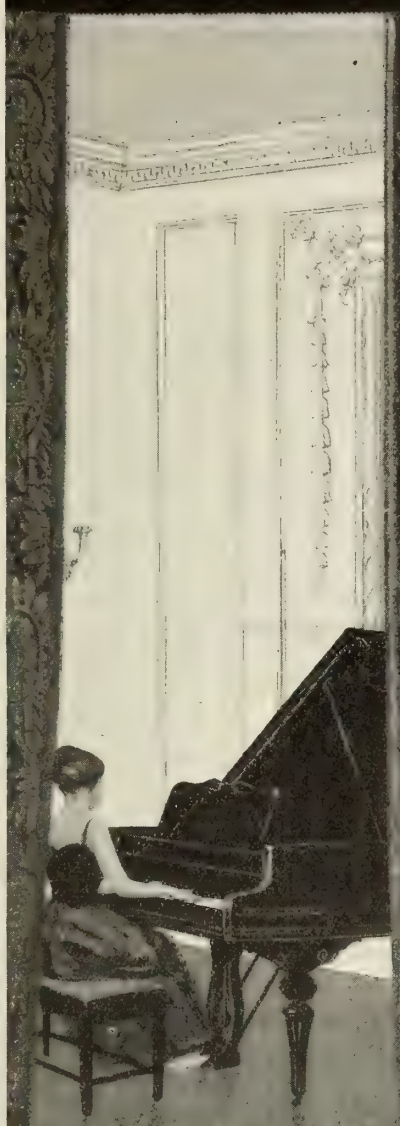
If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

Luxeberry WHITE ENAMEL



Varnish buyers are realizing more and more that labor is the biggest item of cost in finishing operations, and that true economy suggests the use of Finishes of unquestionable quality in view of the present high cost of labor.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray); Luxeberry Wood Finishes and Luxeberry Wall Finishes are among the celebrated "Berry" products that produce a lasting finish and cost no more to apply than the kind that wears off in a few months. The difference in the price per gallon is trifling, and the recognized quality of Berry Finishes makes them easy to sell.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ontario

(600)

Liquid Granite FLOOR VARNISH

BRANTFORD

ALL-AROUND

GLUE

There's no glue like "Brantford" Glue. It's the best general purpose glue you can sell to your customers. In ¼, ½ and 1 lb. packages.

Get it at your jobbers

CANADA GLUE CO., LIMITED, BRANTFORD, ONT.

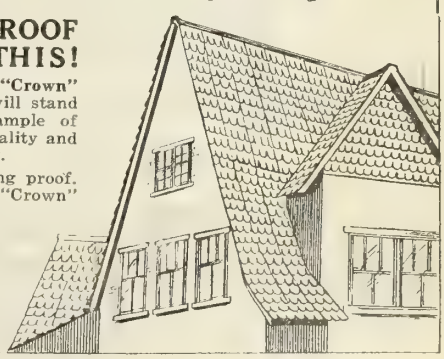
McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.

"Crown" Metal Shingles

HAVE YOUR ROOF LOOK LIKE THIS!

Your own roof made of "Crown" Sheet Metal Products will stand out as a superior example of construction in your locality and pull business your way.

Fire, water and lightning proof. Big profits selling "Crown" Sheet Metal Products.



McFarlane-Douglas Company, Limited
Ottawa, Canada

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long. smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.75
Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 43
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in car-lots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 25	$10 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

MOORE'S

House Colors

Get the Fall Fair to help you sell *Moore's* House Colors

In your booth at the Fall Fair plan to set aside space for a good, snappy display of Moore's House Colors. Put it up to us to supply you with the necessary display cards, color cards, etc. This will not require to be a big display, and it will cost practically nothing.

Make it strong and effective and you'll feel the benefit of it not only this Fall, but next Spring as well.

Benjamin Moore & Company LIMITED

WEST TORONTO

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick.. 1 90
Under 40 lbs. 2 00
Bi-Treadle, each 5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under.... 22 50
Napping, up to 2 lbs....... 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 20
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 8 00
Over 14 in., per 100 lbs..... 7 50
Extra hooks for above ⅝ in., per lb. 7½
Extra hooks for above, ¾ in., per lb. 7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lightning 12 50
Heath's 12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4*	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½", 100 ft.$14.85-$15.75
Corrugated, ⅝", 100 ft. 17.80- 18.75
Corrugated, ¾", 100 ft. 20.45- 21.25
Corrugated, 1", 100 ft.. 28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots 23 50
72x30, 26 gauge, case lots... 24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 70
Mrs. Potts, No. 50, nickel-plated, set 1 80
Mrs. Potts, handles, japanned, doz. 1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.... 7 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons, each 3 38
Gasoline Sad Irons, each.... 4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders. Per ft.

Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. .... 15c ft.
18 ft. to 22 ft. .... 16c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz. $12 00
Jumbo, doz. 14 50
Jap'd Dash, doz. 14 50
Search Dash, doz. X-ray.15.25-16.10
Little Bobs ....$2.10-$4.20
Copper, well japd., doz..... 17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short 1 00 1 10
Cold blast 1 00 1 10
Cold blast, short ruby.... 4.00-4.20
Cold blast, common ruby. 4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, per doz. 3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in....1.75-2.00
Carpenters', No. 3 .... 3.50
F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....$12 00
S. W Mops, doz. 4 35
Mop Sticks, doz., No. 8...... 1 55
Cast head mops, doz. 1 80
Crescent, doz. 1 65
Crank wringing, doz. 6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 50%
Woodyatt 40%
Empress 40%
Mayflower 40%
Star, Ontario, Daisy........ 40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory: no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

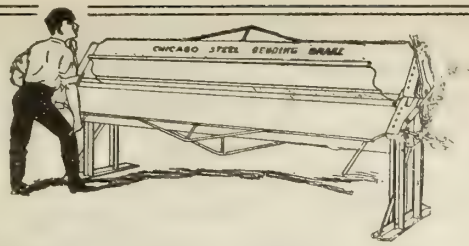
Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00



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Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

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Arctic Metal

QUALITY

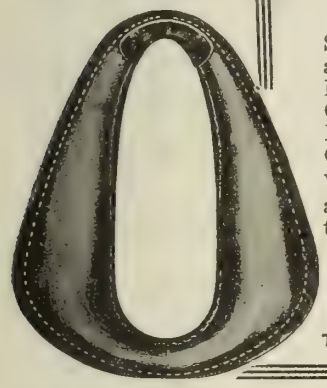
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.

HAMILTON, ONT.

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited

Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

For Your Own Interests as well as the Interests of Your Bank Account and Your Customers

You should sell

PURE SUPERBA WHITE

a blended lead that will do everything White Lead will do. The wearing qualities of Pure Superba White have been proven by extreme tests under all conditions. We absolutely guarantee it.

Compare the price of Pure Superba White at $13 per 100 pounds with the present price of White Lead and your own good judgment will show you the generous profit there is for you. Order to-day.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 25% off list.
American netting, 15% off list.

		Per rod
Invincible—	1640	$ 0 72
	1848	0 77
	2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$12 00 $15 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 80 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 630 (230), each	5 65

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

This Trade Mark in Your Store means a Successful Paint Business

People Look for This Sign when Paint or Varnish is Wanted

The paint that is sold all over the world and is the best known is the paint you should have in stock. This is *SWP*.

Making paint for over fifty years has taught us how to make the best material to meet your customers' requirements. They know this and, therefore, want Sherwin-Williams Paint (Prepared).

SWP is the Paint of highest quality, always uniform, lasts the longest, looks the best, and covers most.

The S-W Agency not only increases your Paint and Varnish sales but helps you to sell the other lines you have in stock.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

This Fall and Spring the S-W Agent will be the Busiest Man in Town

If You are not familiar with the S-W Agency Proposition write to-day.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels......	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black.......	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black.........	22.00	.....	14.50
Sand Shovels, No. 3, black.........	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black.........	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black.......	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim........ 30 00
Champion, Jap'd trim...... 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B.B. 36 00
Grand Rapids, Jap'd trim., B.B. 32 00
Parlor Queen, nic'd trim., B.B. 42 00
Princess, nic'd trim., B.B... 37 00
Standard, nic'd trim........ 32 00
Standard, Jap'd trim....... 29 00
Universal, nic'd trim, "Cyco" bear. 34 00
Universal, Jap'd trim., "Cyco" bear. 30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1 .... $1 80
Jump, No. 1 .... 2 35
Hawley & Norton, No. 1.... 2 75
Newhouse, No. 1 .... 3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.........42½-55c
4-ply wrapping, lb..........46 -58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75

F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs...	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18 .... 7 20
No. 19 .... 7 70

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 66
No. 11 .... 6 72
No. 12 .... 6 80

Wire Bale Ties

No. 12 .... $6 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb $5 80
No. 9 pl. galv............... 6 25
No. 12 pl. galv............. 5 40
No. 13 pl. galv............. 5 50
No. 9 coil sp............... 5 35
No. 12 coil sp.............. 5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in............. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

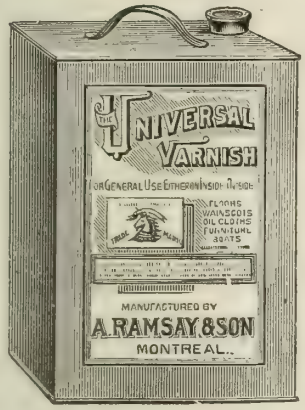
For zinc products and zinc sheets See weekly report.

Universal Varnish

Universally used for years. Universal satisfaction always.

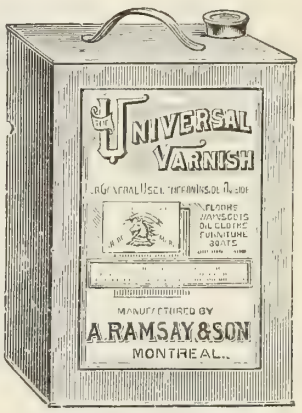
For Floors, Woodwork or where Good Varnish is required use UNIVERSAL.

Do you stock this line? If not, don't hesitate.



A. Ramsay & Son Company
MONTREAL

Branches at
TORONTO and VANCOUVER



Look for the full name

Russell Jennings

stamped on the round of our

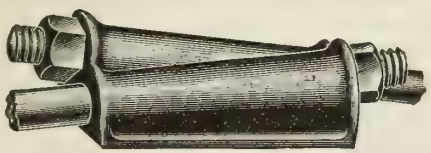
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

MALLEABLE IRON LUGS

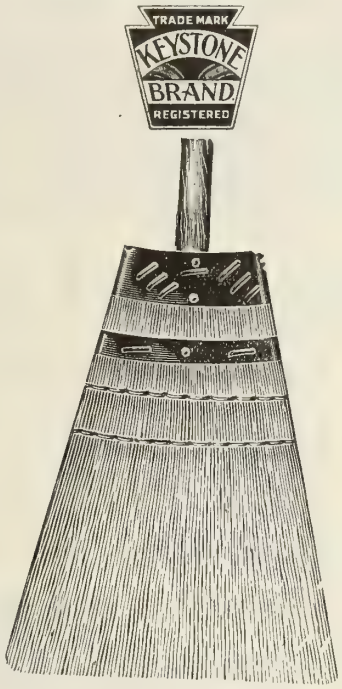
SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario



PATENTED

8 STYLES to CHOOSE FROM

We build the Keystone Metal Case broom with a thorough knowledge of what is required in factories, railways, foundries, etc.

Keystone Brand

Made in various weights, all corn, or corn and bamboo. Cannot be pulled or broken from the heavy Maple handle.

WRITE FOR PRICES, ETC., TO

STEPHENS-HEPNER CO., LIMITED
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs.	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	2½-3¾
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$17 80	$18 00
Anchor, Pure	17 80	18 00
Crown Diamond	17 80	18 00
Green Seal	17 80	18 00
Tiger Pure	17 80	18 00
Ramsay's Pure	17 80	18 00
Moore's Pure	17 80	18 00
O.P.W. Dec. Pure	17 80	18 00
Red Seal	17 80	18 00
Decorators' Pure	17 80	18 00
O.P.W. English	18 00	18 20
Elephant Genuine	18 30	18 50

B.B. Genuine Lead, less than tons, $20.05 Toronto; $18.85 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	.....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

Per 100 lbs. C.P. Co.

Prices withdrawn.

600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	....
50-lb. drums	....
25-lb. drums	....
1-lb. 100s, papers	...
½-lb. 200s, papers.	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 65
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls.	4 30	5 00

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. .$4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-80c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$2 15

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

DOUGALL
Linoleum Varnish

Linoleum can be made to last many years with the help of this Varnish. Easily applied and quick to dry (overnight), it will preserve the linoleum and add to its appearance. Tell your customers about it.

We have some special educational literature dealing with this varnish—Send for it—Free.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging. 5-16, 11c; ⅜, ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2. plain	$12 50
No. 25, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA.

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

BOILER TUBES

We have a large stock of **Boiler Tubes** of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

The Best Share For Every Plow

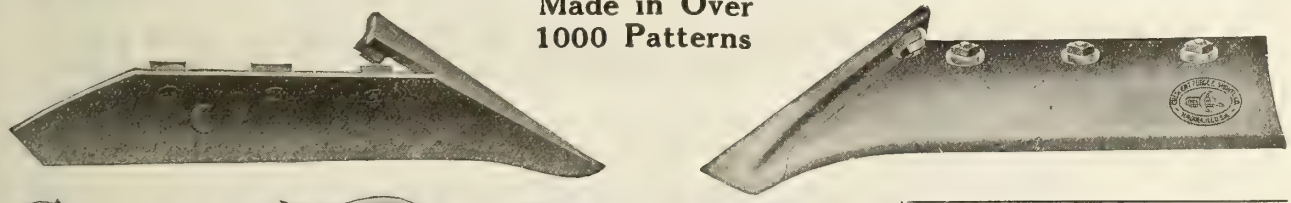
CRESCENT FORGE & SHOVEL CO. — TRUE FIT TRADE MARK — HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



Crescent Forge & Shovel Co.

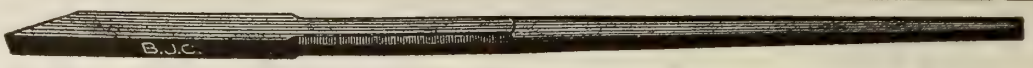
HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MARTIN-SENOUR
PAINTS AND VARNISHES
Will Increase Your Paint Business

Some Martin-Senour Helps

National Advertising that is read by every possible paint purchaser in the Dominion.

Newspaper Advertising in local newspapers over our Dealer-Agent's name, creating a demand for Martin-Senour products that is directed right to your store.

Window Displays that are up-to-date and that will attract customers.

Ripe Plum Sales Letter Service—These are follow-up letters that are sent to all prospects furnished us by our Dealer-Agents, and are strong, convincing letters that will sell paint for you.

Booklets—We print a series of illustrated booklets on our various products, explaining their advantages and uses. These are furnished to our Dealer-Agents for distribution free of charge.

These and many other interesting features can be made to work for you if you will.

RIGHT NOW IS THE TIME TO WRITE US

Sending us your name does not obligate you to buy but indicates a willingness to be shown. Martin-Senour Policy is to sell **FOR** the dealer-agent.

If you are stocking paint that stays on the shelf it will never make profits for you.

Martin-Senour selling plans will keep the paint stock moving.

OUR GUARANTEE

We guarantee Martin-Senour 100% Pure Paint (except inside white and a few dark shades that cannot be prepared from lead and zinc), to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely free from water, benzine, whiting and other adulterations, and sold subject to chemical analysis.

This guarantee is a strong factor in making sales. It protects both the dealer-agent and his customer.

Write us now for our Dealer-Agency proposition. We can interest you.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

If interested, tear out this page and keep with letters to be answered.

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman — What should be the character of this mind? — What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post
OF CANADA

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants,** very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail attached coupon.

THE FINANCIAL POST OF CANADA 1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address .....

Yes! it does pay to sell "DELTA" FILES

Dealers find that the co-operation we give them makes files sales easy and helps to bring new business to their stores.

DELTA FILES once sold to a customer establish a permanent good-will—the Extra Durability and Lasting Cutting Edge of these files prove of great advantage to the user, cutting down file expenses.

The dealer who sells his customers *Delta Files* establishes a good-will toward his store that brings the customer back for other articles. Thus do these files help to establish pleasing relationship between the dealer and his customers.

Let us send you full particulars of our agency proposition and our co-operative helps.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

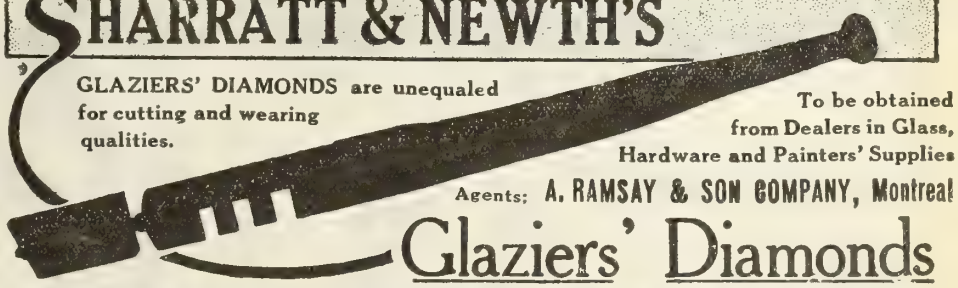
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

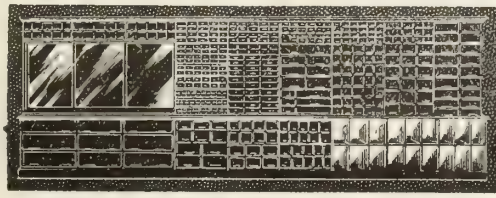


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds



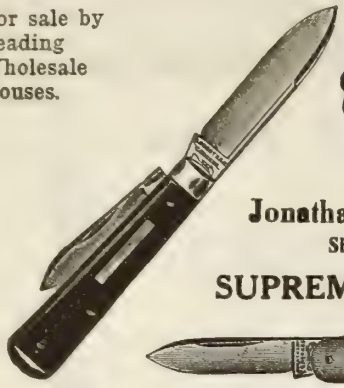
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is to the worth. Prices right.

CAMERON & CAMPBELL, Limited Manufacturers

Toronto, Canada

For sale by Leading Wholesale Houses.



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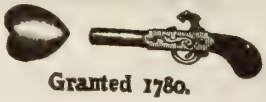


Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND
PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS
CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

PEERLESS ORNAMENTAL FENCING
A Big Trade Is Waiting for You.
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.
Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.
Send for Dealer's Proposition
Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.
BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

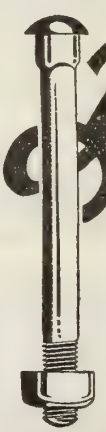
Acme Waste Mfg. Co.
Manufacturers of all kinds wiping, polishing and packing waste.
Samples and Prices on Request
GRANATSTEIN & SONS
482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

Making the Wrong Change

It's done every day, and the chances are you get the worst of the error-making. But you don't want errors; you want accuracy. Will you allow us to send to you, in the form of printed matter, the remedy for wrong change-making. And you'll get some brand new ideas about store keeping. Costs but a post-card for request.
GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

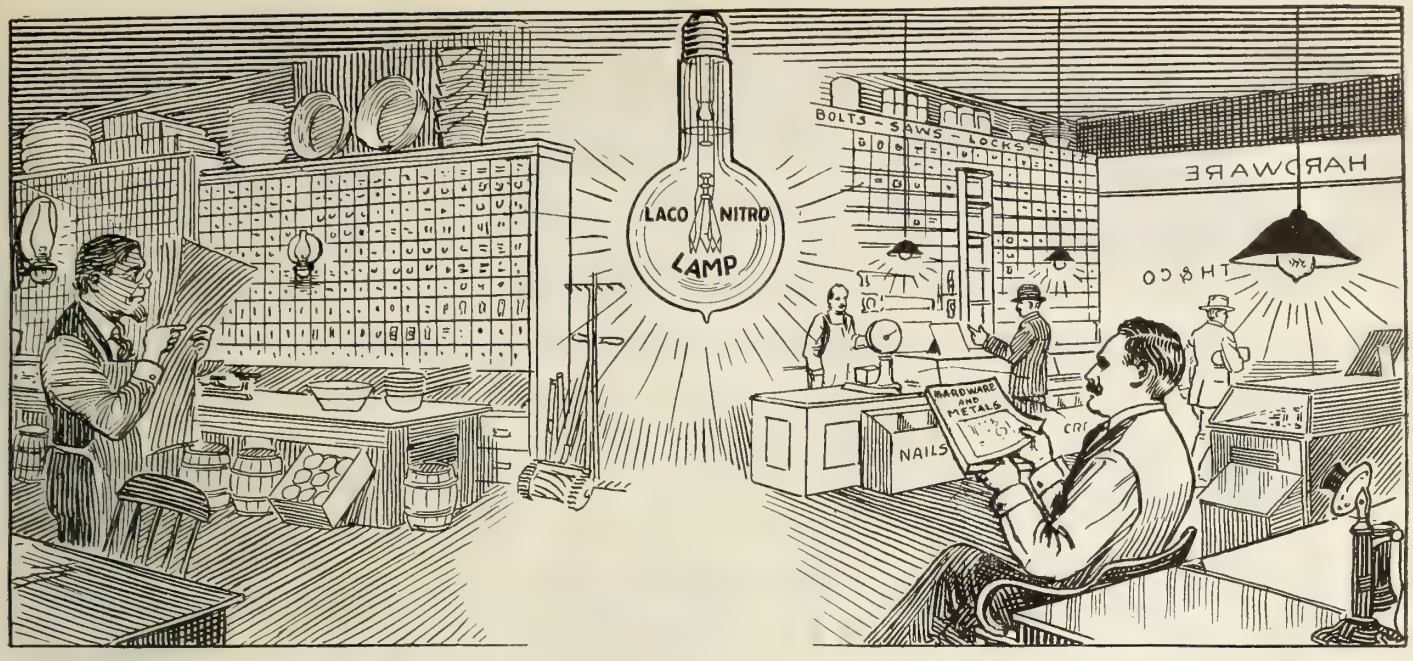
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Bolts



We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.
London Bolt & Hinge Works
LONDON, CANADA

If interested, tear out this page and keep with letters to be answered.



PROGRESS AND SUCCESS

The alert, wide-awake hardware dealer—the one who knows what products are being widely advertised and for which there is a ready demand—finds his greatest help in the dealer trade papers. Are you in his class? Do you follow the trend of the times or do you lag along, satisfied with a small business kept alive by occasional sales of unknown products?

In the hardware business two things are primarily needed for successful growth: Stocking products that have a ready sale. Selling products that give a liberal profit.

Both these advantages are found in Laco Nitro Lamps. The big advertising campaign we are now running in all the leading trade papers of Canada is telling operators, factory owners, superintendents, foremen and mill and shop owners the superior qualities of this improved tungsten lamp.

LACO NITRO LAMP "The Light that gives More Light"

is being sold in larger quantities this year than ever before. The reason is easily understood.

The LACO NITRO LAMP is the greatest development of the tungsten electric bulb. It has a tungsten filament suspended in a nitrogen gas filled bulb. It gives a greater light for given power and has longer "life" than any other type of lamp.

You want to get the big profits from these easy sales, created by our advertising campaigns. Put in a stock of bulbs to-day. All sizes from 60 to 1,000 candle-power and large supplies are available at warehouses in Canada.

WRITE YOUR JOBBER OR DIRECT TO US.

CANADIAN LACO-PHILIPS COMPANY, LIMITED

Warehouses at MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

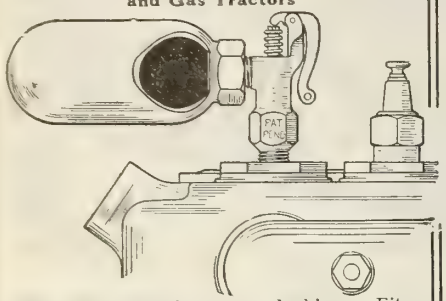
OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hickory Handle Specialists

Quality, Shape and Finish

UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.

St. Mary's, Ontario, Canada

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain

Toronto

J. H. MORIN & CO.

54 COLBORNE STREET

TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOWRY MOTOR VARNISHES

DITZLERS COLORS

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO

BRIGHTEN UP Your Local Advertising with Illustrations

20 Cents Each Post Paid

All Orders Filled Promptly

Our electro service will help you to do this at moderate cost.

Write for free Catalog

HARDWARE AND METAL

143-153 University Ave. Toronto, Can

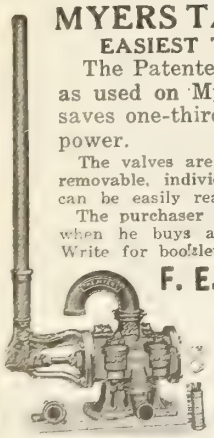
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BLUE LABEL TUNGSTEN LAMP

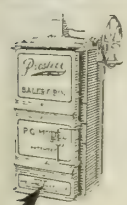
THE BEST TRADE
Sell The Best Made.
ADDRESS
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Peerless PAPER Baler

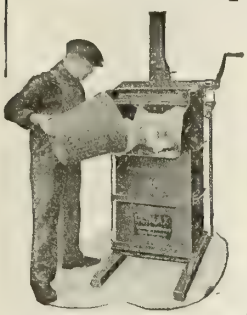
Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

A-sk your wholesaler for Swan Weather Strip, guaranteed to keep out dust and drafts. Attractive, durable, efficient cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

Waste Paper Balers



"CLIMAX"
ALL STEEL
Turn your waste paper into money. 12 sizes. $25.00 up.
Send for Catalog.
Climax Baler Company
Emerald St.
Hamilton, Ont.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

BEAR BRAND LAMP BLACKS

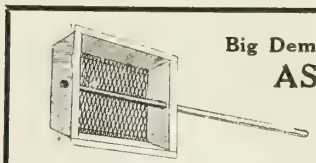
A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The INFALLIBLE GLAZIER'S DIAMOND

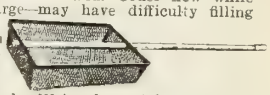
Just the Tool for Inexperienced Glass Cutters

MADE BY
A. SHAW & SON, London, England
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Big Demand for ASH Sifters

Everybody's going to sift ashes this winter because of high price of coal. You need to be well stocked to meet the demand. Order now while the supply is large—may have difficulty filling orders later.



Headquarters for all kinds of ash-sifters — wooden ends with metal sides, or all metal. Write for catalogue.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

TWEED SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd.,
145 St. James Street, Tweed, Ont.

Anticipate your Christmas Show Card Needs

Write W. H. STEVENSON
Stevenson Bldg., Toronto

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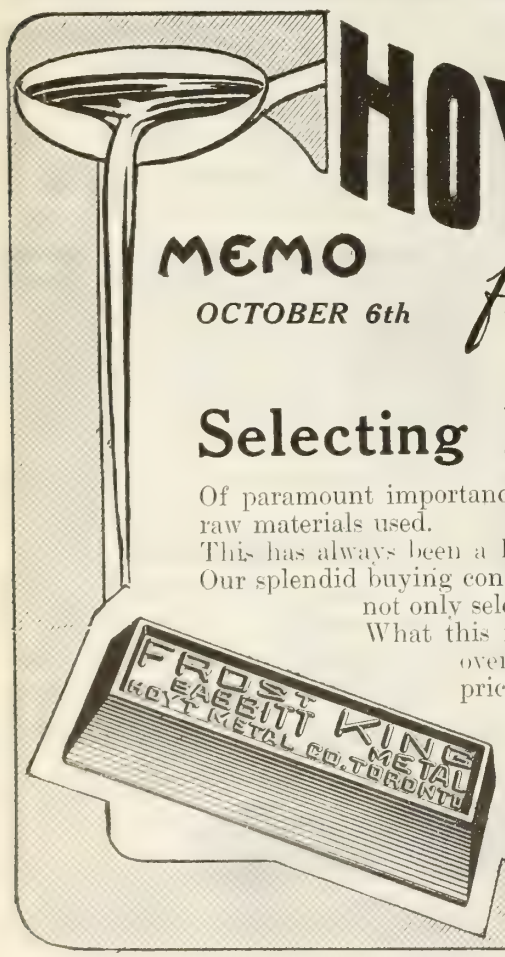


HOYT METALS

MEMO
OCTOBER 6th

for your Babbitt Metal file

Selecting Raw Materials

Of paramount importance in the manufacture of metal alloys is the selection of the raw materials used.

This has always been a Hoyt strong point.

Our splendid buying connections gives us the world to select from and enables us to not only select the best, but to get the best possible price.

What this means to you as a user or seller of Hoyt metals cannot be over-estimated. It means, to say the least—right goods at right prices—alloys that stand the test.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED.—RETAIL HARDWARE SALESMEN with 5 or more years' experience. Apply to Mills Hardware Co., Hamilton, giving age, salary and experience.

WANTED, AT ONCE—CAPABLE MAN TO act as head clerk in hardware store in city of 25,000 inhabitants in western Ontario. State experience, salary expected, and give references. Box 493, Hardware and Metal.

FOR SALE

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

ORDINARY CANADA PLATE, ENGLISH make—25 cases 18" x 24", $13.00 per case. Duncan Munn, Ripley, Ont.

FOR SALE, CHEAP—900 LBS. OF ¼" ROUND cold rolled steel at $6.50 cwt. Also 8,000 lbs. of 24-gauge large strip steel triangles at $2.00 cwt. Perfection Stove Co., Ltd., Sarnia, Ont.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

OVERSTOCKED IN GUNS.

WE HAVE AN OVERSTOCK OF THE FOLlowing guns which we can offer at very attractive prices:—No. 1—12-gauge, L.P.G., D.B. guns, 30" barrel; No. 1—28-gauge L.P.G., D.B. guns, 28" barrel; No. 1½—12-gauge L.P.G., D.B. guns, 30" barrel; No. 2—12-gauge L.P.G., D.B. guns, 30" barrel; No. 5¾—12-gauge, L.P.G., D.B. guns, 30" barrel; No. 10—44-gauge L.P.G., D.B. guns, 26" barrel. If interested, write us for prices. The Tourtellot Hardware Co., Limited, Port Arthur, Ont.

WANTED

WANTED—A GOOD SECOND-HAND HOTEL range; one fire, two ovens, one pot hole. State maker and price at once. W. G. Butler Perth, Ont.

WANTED TO BUY—GOOD, LIVE ONTARIO hardware business, or would take interest in live business and assume management if owner wished to retire from active duties. Address Box 494, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!

The Lamp that threw the Alcohol Torch into the discard.

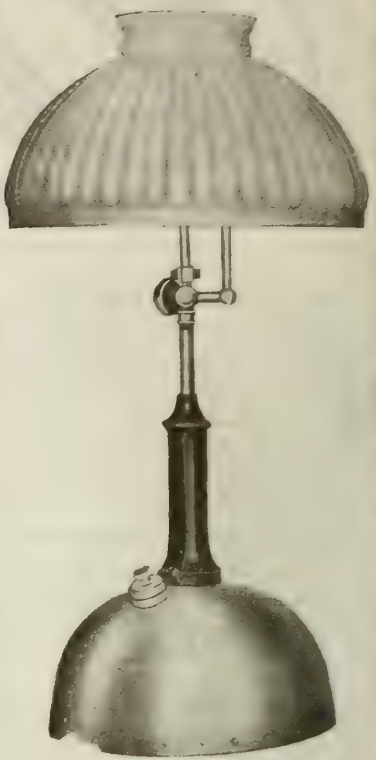
Here is how it is lighted

This lamp will sell quickly because of its great convenience and economy. Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power. *Safety*—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

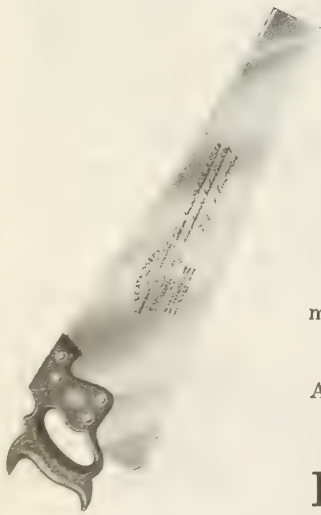
POWERLIGHT CO., 52 Gertie Street, Winnipeg

Material, Workmanship and Complete Satisfaction guaranteed.

A line backed by over sixty years' experience.

ATKINS

STERLING STEEL
Hand Saws and Trowels

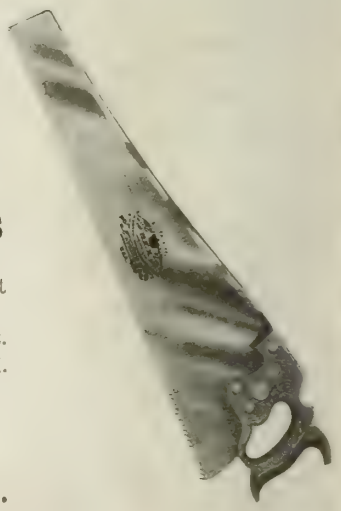


A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."



E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. VANCOUVER BRANCH: 109 Powell St.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

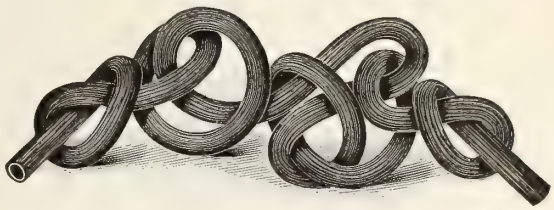
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

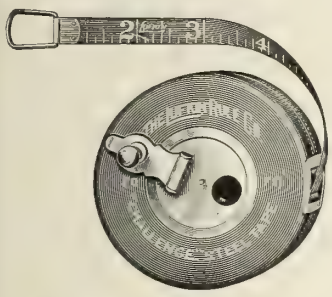
The Garden Hose That Doesn't Kink



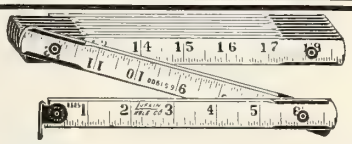
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

Community Plate Week

November 1st to 8th

Easy to put in your window

ONEIDA COMMUNITY, LTD.,

ONEIDA, N.Y.

Please send me FREE WINDOW DISPLAY as offered in HARDWARE AND METAL

Name .....

Address .....

Note: Most dealers will run local advertising in conection with their store display of COMMUNITY WEEK. Newspaper electros furnished FREE

Check Electros Desired:

SINGLE Column..... DOUBLE Column.....

TO every Community dealer who will feature COMMUNITY PLATE during the week of November 1st to 8th we will send this beautiful and stunning window display. Arrange now to have this beautiful girl in your window during this week.

The Saturday Evening Post comes out Nov. 1st with this picture on the back cover in full colors, as well as inside pages in the Ladies' Home Journal, Woman's Home Companion, etc.

Connect your store with selling force of our big advertising campaign by filling out the coupon on the margin, which reserves for you the beautiful poster shown above, reproduced in life size (28" by 46") in 12 colors. Window display will be sent you so as to reach you October 30th.

HARDWARE AND METAL

Vol. XXIX
No. 41

PUBLISHED EVERY SATURDAY SINCE 1888

October 13
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

JAMIESON'S

PURE PREPARED PAINTS

TRADE MARK POLIO

TRADE MARK POLIO

Be Careful

Some paints have deteriorated in quality, the result of war conditions and scarcity of raw materials. So be careful!

Users of paint from one end of the Dominion to the other have learned to couple the sign of the CROWN and ANCHOR with PURE, HIGHLY SERVICEABLE, READY-MIXED PAINT — it symbolizes the **Jamieson Seal of Quality.** It's the paint you should sell. Get our proposition. Nice profits.

ESTABLISHED 1858

R. C. JAMIESON & CO., Ltd.

Calgary MONTREAL Vancouver

Owning and operating

P. D. DODS & CO., Limited

A Westclox Alarm

Achievement

TO attain a high place in an important industry brings both honor and responsibility.

Every thousand clocks that are added to the Western Clock Company's annual output increase the makers' obligation to the public.

Quality cannot be sacrificed for one moment. The public's trust is a fickle element to be reckoned with. Always, it must be safeguarded.

And as the magnitude of Westclox achievement becomes greater and greater, the Company's trade symbol —A Westclox Alarm— takes on greater and greater responsibility.

Always, it must speak truthfully. Always, it must identify the best the maker can give at the price asked.

Always, it must be a faithful pledge of Westclox quality.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

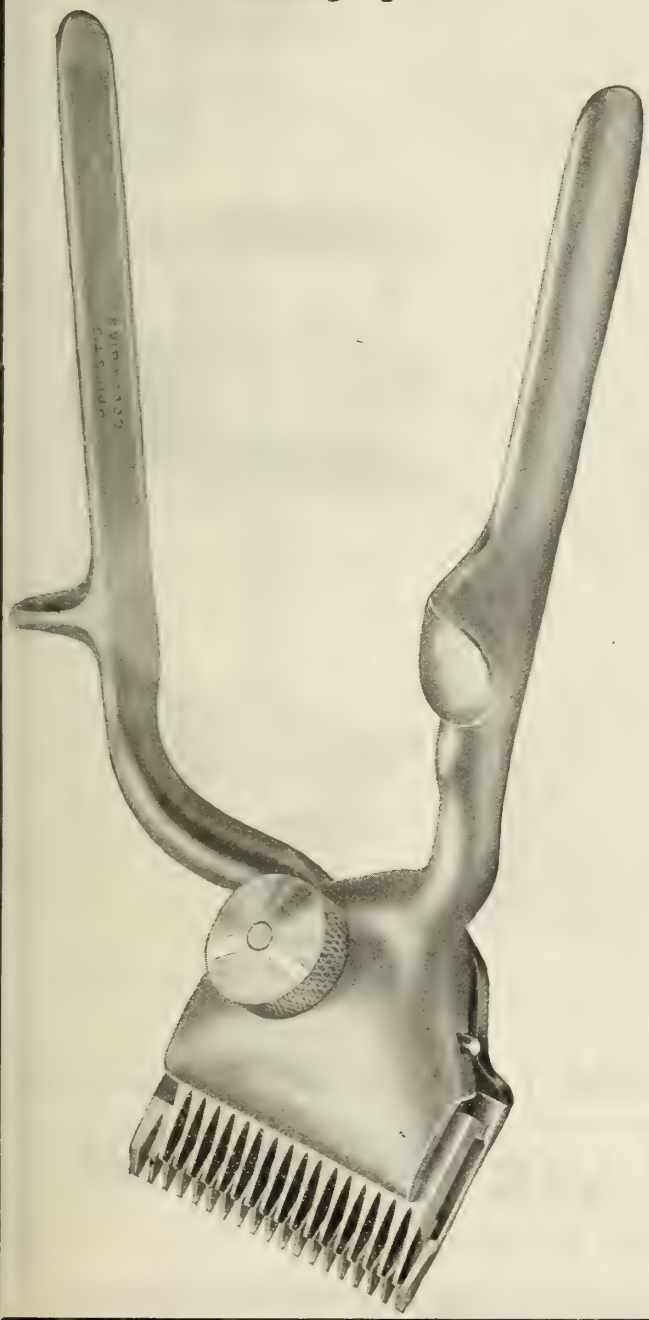
Pries'ts Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

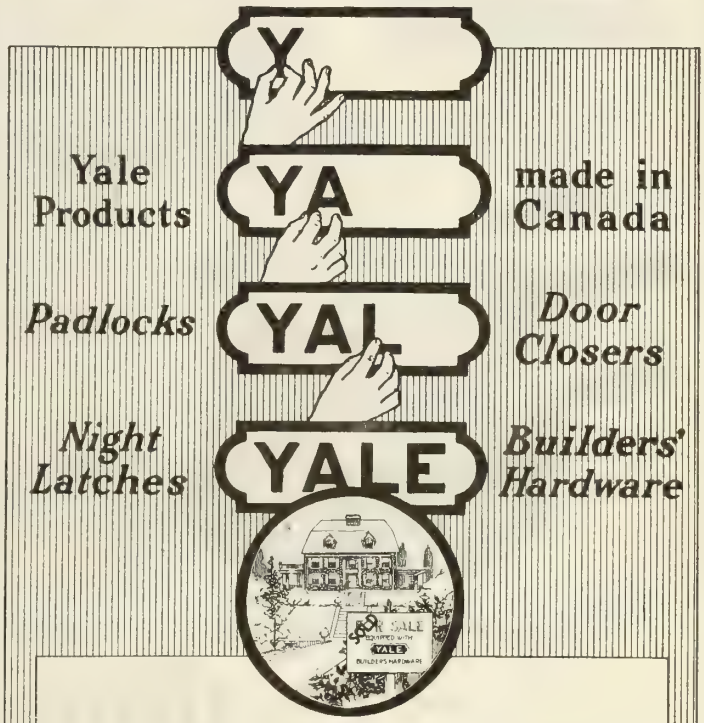
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



The Yale line is an easy selling line. The prestige and high quality of Yale Products make them a reputation-builder and profit-creator for the dealer who stocks them.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

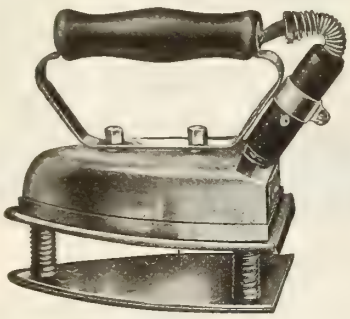
UNIVERSAL
Electric Home Needs

UNIVERSAL
Electric Toaster No. E944.

EVERY Universal product that is sold nets some dealer a good profit. We are forever helping to make this happen often. Help us to help you make more money by pushing Universal Electric Goods.

Let your customers know that you handle the well known Universal Electric Home Needs. Show them the advantage of making coffee the Universal way. Not by boiling, but by pumping—thus securing a delicious aromatic beverage, without the bitter tannin which comes from boiling.

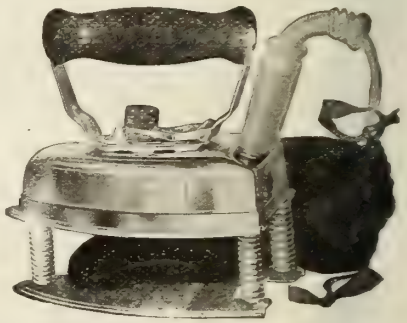
UNIVERSAL
Electric Coffee Percolator
No. E9637.



UNIVERSAL
Electric Iron, No. E9051
With Snap Switch.

Demonstrate the wonderful Universal Electric Toaster. Connect it up. Toast a slice of bread. Call attention to the evenly browned toast produced.

Impress the fact that with a Universal Electric Iron any woman can materially lessen her housework. One Universal Electric Iron will do the work of a myriad of the old-fashioned type—no danger—no dirt.



UNIVERSAL
Tourist's Electric Iron
No. E9021.

UNIVERSAL
Four Heat Electric Grill No. E984.

Get out a Universal Electric Grill, the acme of an assorted quick meal. It boils, fries, stews and toasts—cooks a whole meal right on the table. Explain this great advantage, show its wonderful construction and clinch sales.

The Universal Electric Chafing Dish will not only prepare an almost endless variety of dishes, but is beautiful in line and design and will add distinction to any dining room.

UNIVERSAL
Electric Chafing Dish
No. E9890.

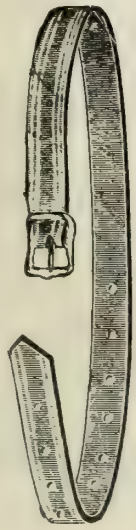
UNIVERSAL

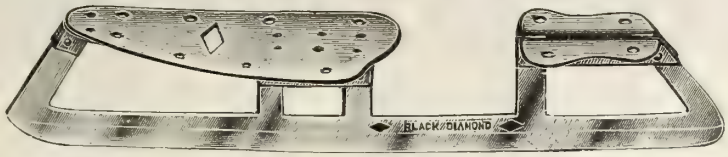
LANDERS, FRARY & CLARK, NEW BRITAIN, CONN., U. S. A.

Canadian Representatives: A. MacFarlane & Company, Montreal

If interested, tear out this page and keep with letters to be answered.

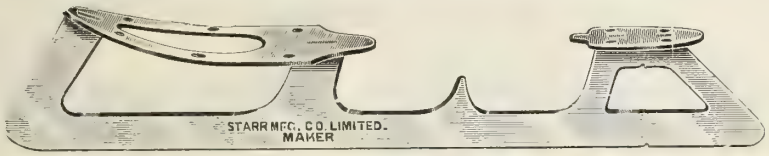
For the next few weeks we will give you a few reminders on this page; things that it will be advisable for you to buy at once, if you have not already done so. We do not carry the ordinary stock of **SPORTING GOODS** of a hardware jobbing house. With us it is a separate department, complete in all particulars.





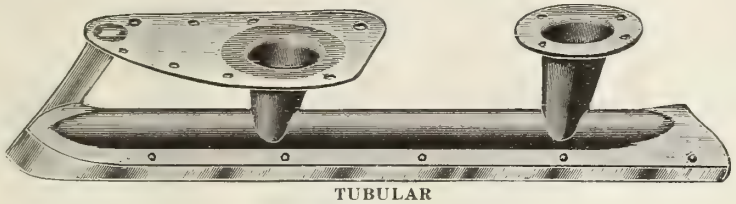
BLACK DIAMOND

STARR "BEAVER"

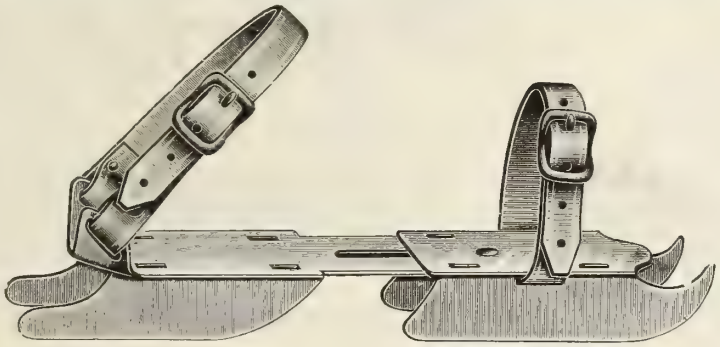


BOYS' DOUBLE END

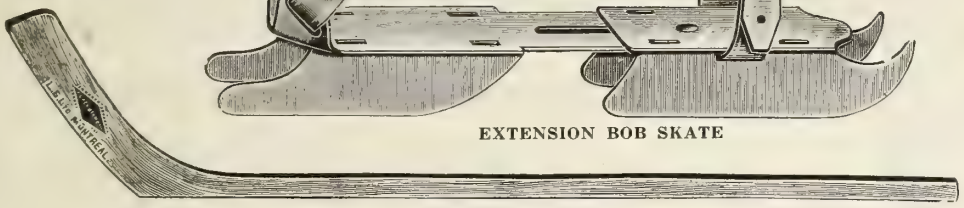
Our stocks at present are well assorted



TUBULAR



EXTENSION BOB SKATE



BLACK DIAMOND

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

Davidson's "Canada"

Rotary Ash Sifter

This is a strong, substantial "Rotary" Ash Sifter, made of heavy steel, galvanized after being made up.

Will not *choke* with cinders.

Now is the time to have a good stock of these on hand.

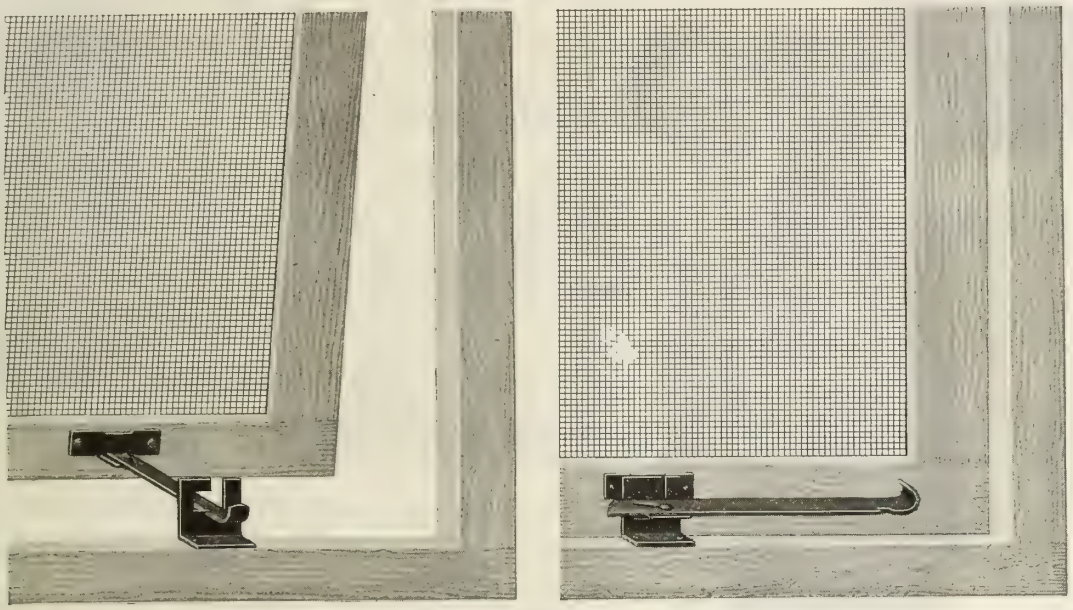
Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED

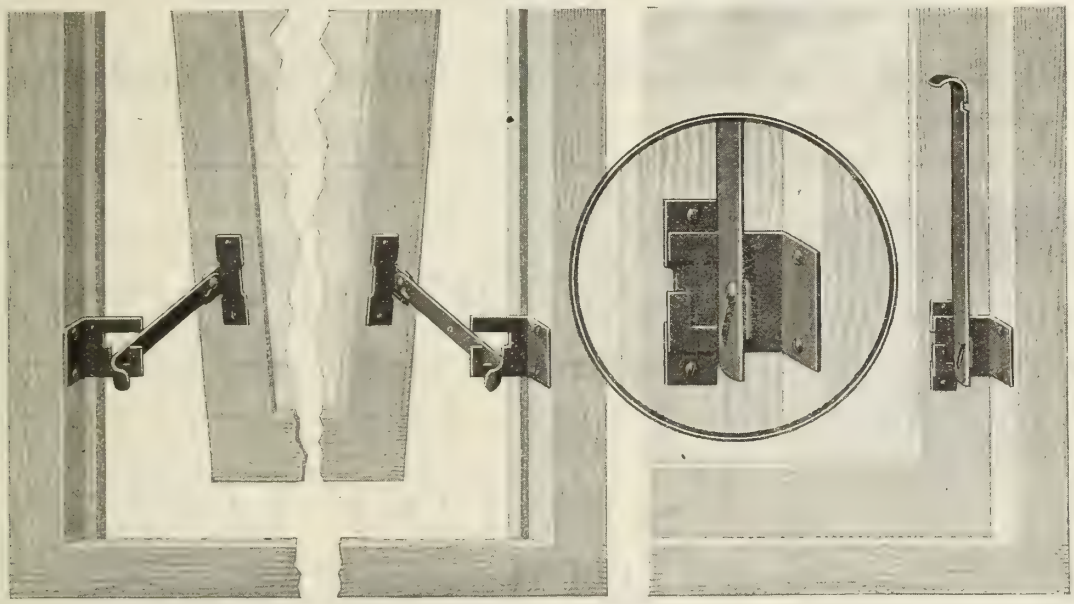
MONTREAL WINNIPEG TORONTO

If interested, tear out this page and keep with letters to be answered.

It Sells As Easily As It Works



WHEN USED ON SCREEN



WHEN USED ON STORM SASH

No. 85. Screen and Storm Sash Adjuster

Look over the cut above. Notice the easy operation of this Screen and Storm Sash Adjuster. The sash can't rattle. The sash cannot be pushed out too far. When closed it locks the sash securely in position.

Did you ever see anything like it? Did you ever *sell* anything like it? If you haven't, this is your opportunity, for it sells as easily as it works.

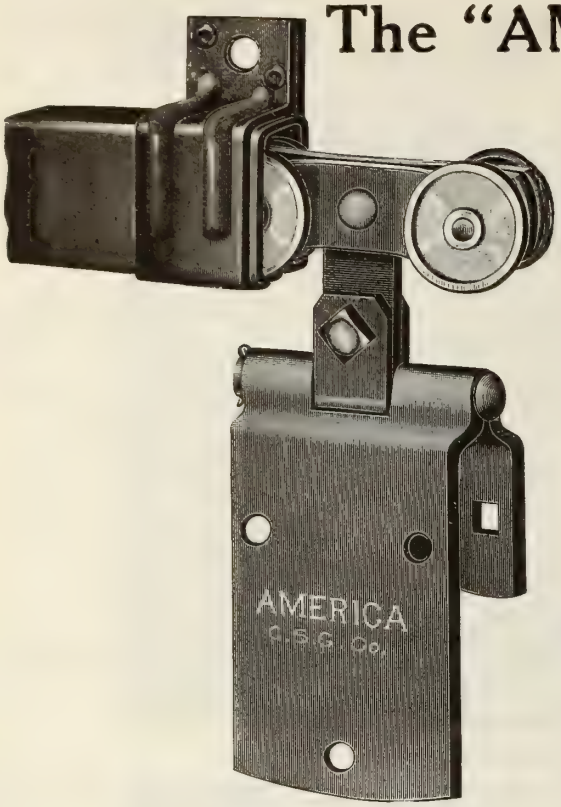
Stock it and confirm the reports of the rest of our dealers.

Catalog?

NATIONAL MFG. COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.



The "AMERICA" Tandem Truck Trolley Hanger

A practical, efficient, trouble-proof Door Hanger for Barns, Factories, Warehouses and Garages.

The "America" is substantially made of heavy steel and runs on anti-friction roller bearings.

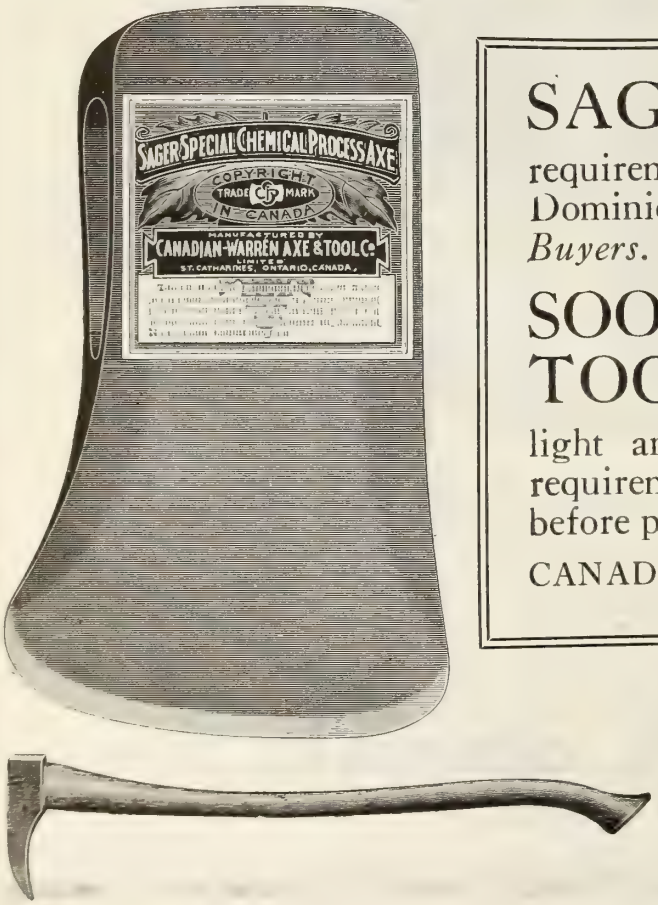
Has flexible joint and lateral adjustment by which the space between the door and building can be increased or decreased as desired.

The double grooved track is so formed to make it Water, Snow and Bird-Proof.

Notice the method of corrugating the Brackets, which greatly increases the strength.

We solicit your enquiries or request to have our representative call.

Canada Steel Goods Company, Limited, Hamilton, Ont.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

If interested, tear out this page and keep with letters to be answered.

SAMSON AXES

When your customer comes for an Axe, sell him a Samson and he will be satisfied—

Because material, workmanship and balance combine to make them the last word in Axes.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.
Limited

WHOLESALE HARDWARE
TORONTO

If interested, tear out this page and keep with letters to be answered.

What Blade Does He Use?

A mechanic enters your store with a requisition slip.

"I want a gross of 12-inch hack saws," says he.

You have 12-inch blades for two dozen purposes, what are you going to give him? And when you do find out what material he is going to cut is it easy to choose the blade that will cut best? It is if you choose from

Starrett Hack Saws

They are standardized. From the information on page 208 of the Starrett Catalog you can quickly supply the blades that cut best.

Whether the mechanic across the counter wants to cut sheet metal or cast iron, brass or tool steel you can give him the finely tempered tungsten steel blade with teeth carefully milled, set and spaced to cut most in the shortest time.

A post card brings a catalog describing the saws that cut faster and last longer. Ask for Catalog No. 21MA.

The L. S. Starrett Co.

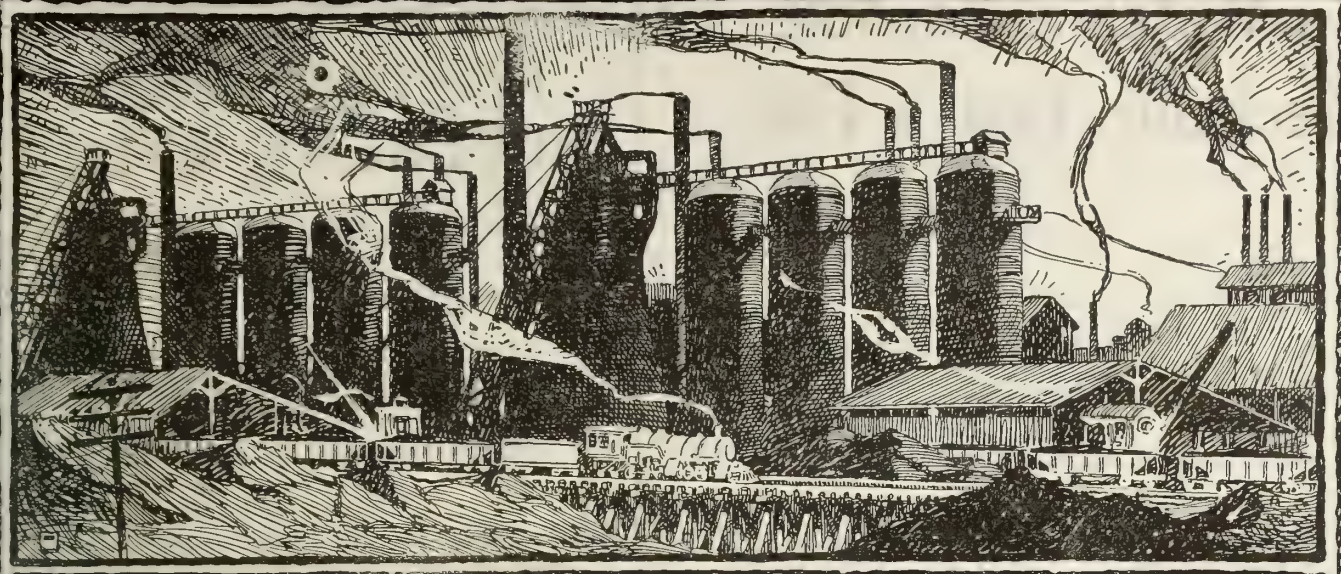
The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-737

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

Watch a Capable Mechanic Test a File—

See him pass his thumb over the teeth.

By instinct, he knows, at once, whether a file will do its work.

He senses, at once, the quality of the steel—its balance—and the sharp keen-edged teeth.

He makes no mistakes in buying—and his choice every time will be for "Famous Five" Files.

Be influenced by *his* judgment and specify "Famous Five" Files when ordering from your jobber.

They are:

FOSTER BROS.' BUTCHERS' KNIVES

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Lithopone and Barytes

We are now in a position to quote on these two commodities for your 1918 requirements. Submit enquiries for stock or imports.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

If interested, tear out this page and keep with letters to be answered.

ONEIDA COMMUNITY
An Institution and Its Achievement

Seventy years ago the first Oneida Community Game Trap was forged out with hammer and anvil on the banks of the Oneida Creek — a portion of the then recently opened Indian Reservation.

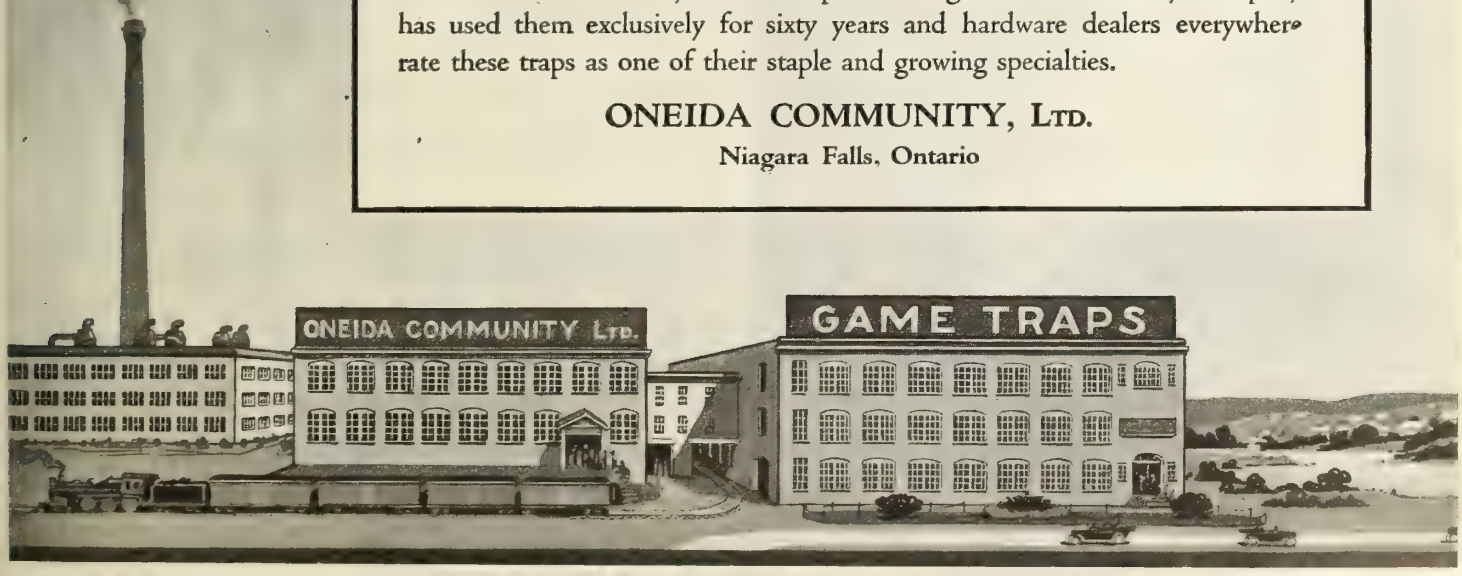
Crude and clumsy as these old traps of the 40's and 50's look today, they were at that time far in advance of any trapping device obtainable. The springs were faster, stronger and more powerful; the jaws far more rugged and dependable.

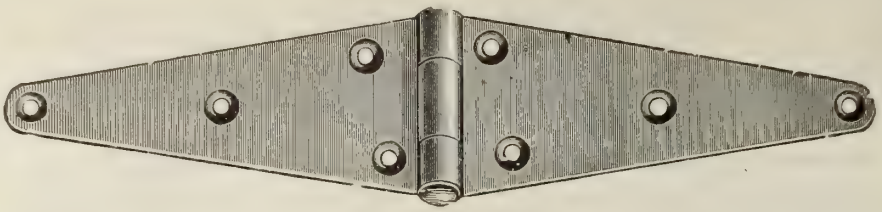
Today thousands of trappers in every section of the world start out on the trap line equipped with Oneida Community Game Traps — knowing from actual experience that the Victor, Newhouse, Oneida Jump and Hawley & Norton can be depended upon under every trapping condition.

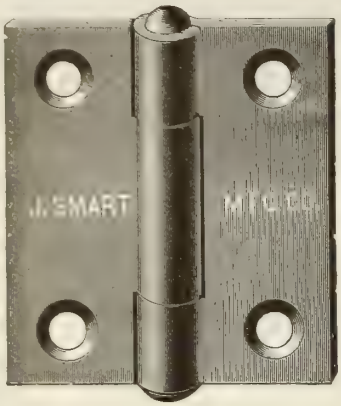
This confidence of trappers everywhere in Oneida Community Game Traps and the growth of this organization from a hand-forge shop to the largest game trap plant in the world are the result of unremitting care, invention, testing, inspection — making *every trap perfect* in every detail, and above all the *spring*.

There is scarcely a trapper anywhere in the world but knows and uses Oneida Community Game Traps. The great Hudson's Bay Company has used them exclusively for sixty years and hardware dealers everywhere rate these traps as one of their staple and growing specialties.

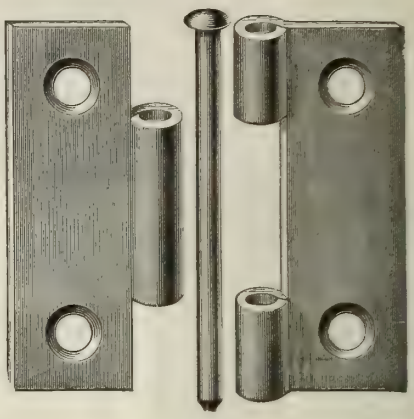
ONEIDA COMMUNITY, LTD.
Niagara Falls, Ontario



Butts  Hinges



We can supply you with Wrought Butts and Hinges. Our styles, sizes and finishes are extended, enabling us to take care of orders from the very smallest to largest sizes.



The Canada Foundries and Forgings, Limited

The James Smart Mfg. Co. Plant

BROCKVILLE, ONT. **WINNIPEG, MAN.**

"Reed's" Plastic Asphalt Roof Cement

A quick and permanent repair for Slate, Metal, Shingle and Composition *Roofs.* 25 years' continuous use has proven "Reed's" *Cement will do the work.* Simple to apply, will not Harden with cold or Run with heat. Always remains *Plastic.*

Order from your jobber or

GEO. W. REED & CO., Ltd.

Manufacturers

MONTREAL

If interested, tear out this page and keep with letters to be answered.

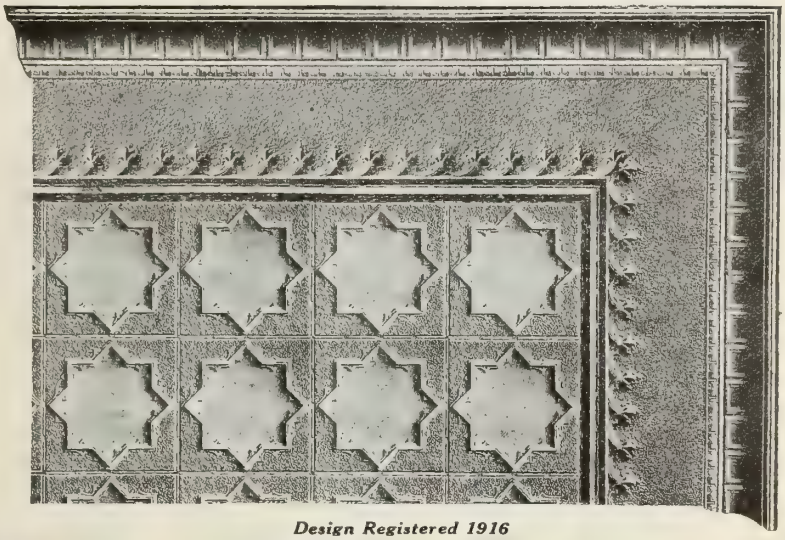
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Buy Metal Ceilings that are easy to lay

No time is wasted in laying "Metallic" Ceilings. They are made right, so they lay right. Joints fit snugly and all parts are dead square. Experienced Ceiling Men swear BY our ceilings—not AT them.

Have you our Catalogue "C" —the big grey book? It is a beauty and you certainly should have it.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

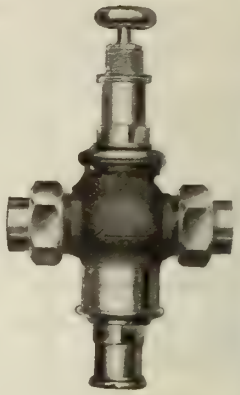
WIRE

If interested, tear out this page and keep with letters to be answered.

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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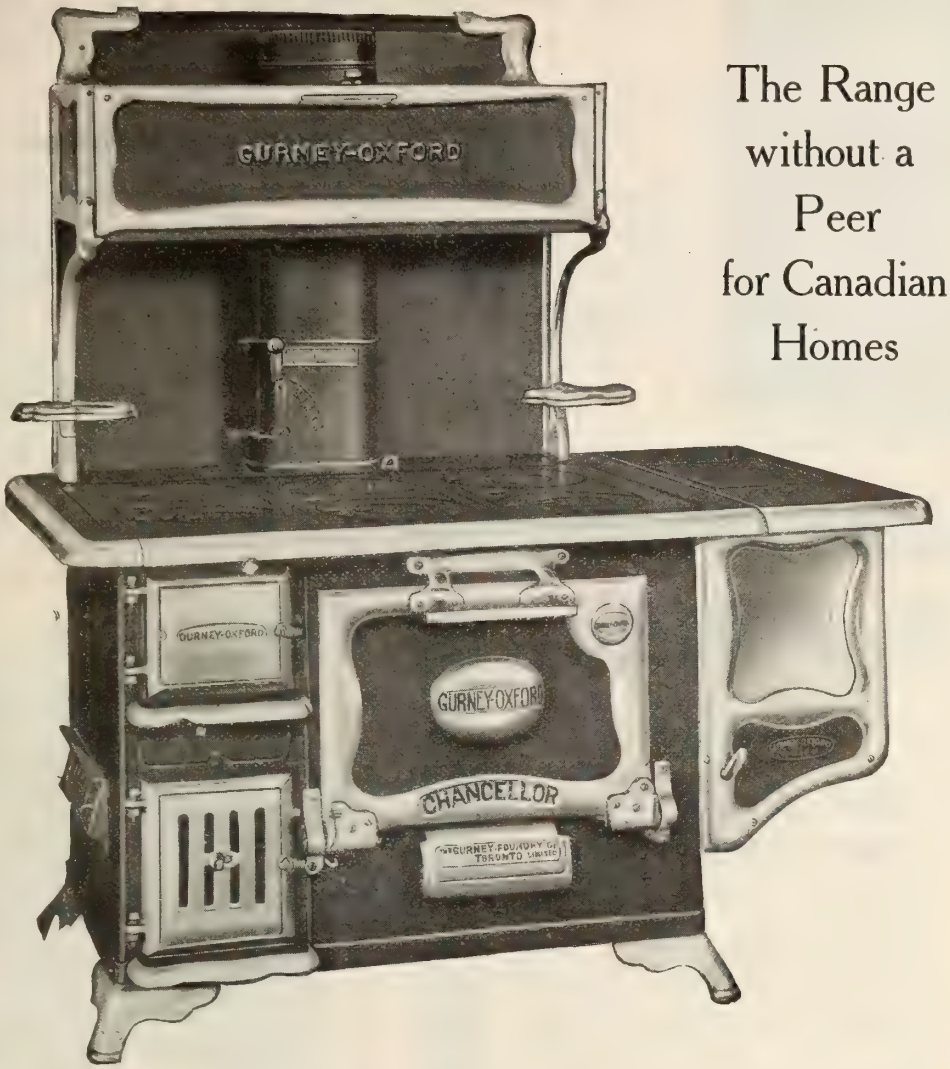
The Gurney-Oxford "Chancellor" —the supreme effort of the largest makers of stoves, ranges and heating apparatus, etc., under the British Flag.

It is bound to give you and your customers absolute satisfaction.



The Range without a Peer for Canadian Homes

Good Advice: Take Your Stove Deliveries NOW—Don't Wait

Dealers who have secured allotments of Gurney-Oxford stoves, etc., will be performing a real service all round—to themselves included—by asking us to ship their goods forthwith. We are not alarmists nor are we anticipating trouble, but transportation, labor and other conditions are by no means normal and your goods will be better on your floors ready to be turned into ready money—than elsewhere. "Getting the goods while the getting is good," as the fellow on the street says, is good advice right now.

GURNEY FOUNDRY CO., LIMITED

476-538 West King Street, Toronto

ALSO AT MONTREAL WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker

A Perfect Cleaner Easy on Clothes

Simple in Construction (no complicated parts to get out of order)

Works From An Ordinary Electric Light Socket

Washes and Wrings at the Same Time or Separately.

Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

Hamilton, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Ammunition is the Big Item

When one of your customers plans for his hunting trip the ammunition he is to take is the one important item.

Dominion Ammunition

meets every requirement of the sportsman. Are you stocked up to meet these requirements? He wants the ammunition guaranteed by the big "D" trade-mark.

This illustration is being used in our fall advertising to get you more ammunition business.

Dominion Cartridge Co., Limited

120 St. James Street, MONTREAL

Where Every BLADE COUNTS

VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM

VICTOR Flexibles

VICTOR HACK SAWS

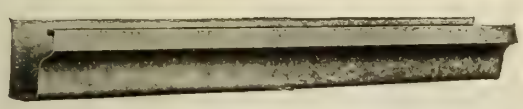
VICTOR SAW WORKS LTD.
HAMILTON, CANADA

Complete Range of Sizes and Gauges

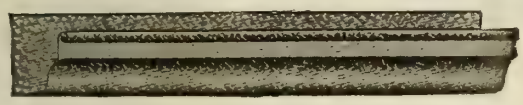
PEDLAR'S

Eaves Trough, Conductor Pipe and Accessories

No. 830—Lap Joint Half-Round Eave Trough



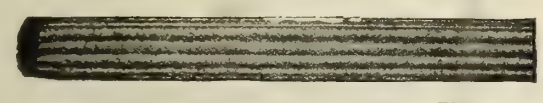
No. 831—Ogee Square Bead Eave Trough



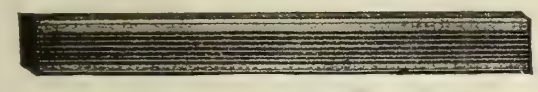
No. 847—Ogee Round Bead Eave Trough

No. 890—Slip Joint Half-Round Eave Trough. Single Bead

No. 840—Plain Round Conducter Pipe
Crimped at one end for easy joining. 10 feet long.

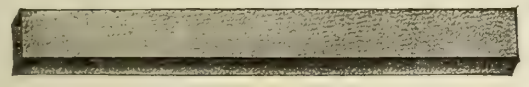


No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.



No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.

No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.



No. 855—Plain Square Conductor Pipe

There's complete satisfaction for both you and your customers in handling the Pedlar Range—a reputation of nearly sixty years that assures quality of material and workmanship. Pedlar's Eaves Trough, Conductor Pipe and Accessories are made in both heavily galvanized steel and anti-corrosive Toncan Metal.

Complete Stock Carried at all Branches.
Illustrated Price List Sent on Request.

The Pedlar People, Limited

Established 1861

Executive Office and Factories: OSHAWA, ONT.

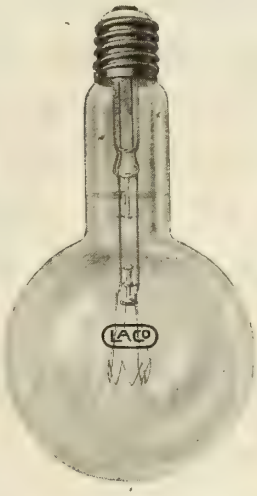
Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

"THAT'S THE NEW LAMP I SAW ADVERTISED"

Dealers everywhere in Canada are feeling the increased demand for Laco Nitro Lamps, because of the large and continuous advertising campaign now appearing in practically all the leading trade journals.

This educational advertising is telling the thousands of shop and mill owners, manufacturers, superintendents, foremen and merchants, the wonderful qualities of the

LACO NITRO LAMP *"The light that gives more light"*



It is the latest development of the tungsten electric bulb. The tungsten filament is suspended in a nitrogen gas filled bulb, which gives a whiter, clearer and brighter light per watt than any other type lamp.

Hundreds of dealers have large stocks on hand and find a rapid "turn over" in handling Laco Nitro Lamps.

Get your stock today. Display them in your windows, tell your trade about them and cash in on our trade paper advertising.

Stocks are available in Canadian warehouses and you can be supplied through your jobber or write us direct.

Get a supply in all sizes to-day.

CANADIAN LACO-PHILIPS CO., LTD.

Warehouses at

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

1200 Foreign Buyers

Hardware and Metal's next Export Number will be issued on November 3.

In addition to covering our large subscription list in Canada, we will mail 1200 extra copies to a select list of buyers in foreign lands.

These buyers have, behind them, the purchasing power of many millions of dollars.

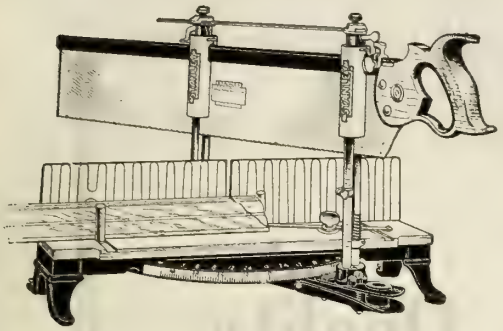
Many foreign buyers are already doing business with Canadian manufacturers, as a result of advertising which has appeared in previous issues of Hardware and Metal.

To the Canadian manufacturer who wishes to extend his trade connections to foreign countries, the export numbers of Hardware and Metal present a real opportunity to get in touch with foreign buyers at a minimum of cost. Regular advertisers can use space in the Export Number, pro rata on contract. Those who are not regular advertisers can reserve space at a cost of $45 per full page or $25 for a half page. Reservations for space should be made at once, as forms for the Export Section will close early. Address instructions to

HARDWARE AND METAL

143-153 University Avenue TORONTO, CANADA

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

P H

TRADE MARK

QUALITY FILES

—

The Standard of File Efficiency

—

Made in Canada
By Canadians
For Canadians

—

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works : HAMILTON, CANADA

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

As To Rubber Quality

"No matter what the rubber article may be, if it carries a Dominion Rubber System Brand, I am always sure that the quality is dependable and that it will give satisfactory service."

Hardware and Plumbers' Supplies were the Rubber articles this large user had in mind and his opinion was based upon many years of experience with Dominion Rubber System products.

His testimony goes to emphasize the attention we give to the qualities of our products. We insist on absolutely reliable quality in workmanship and in material, and we stand back of the products that carry our name and brand.

When in need of rubber for your trade, write to our nearest branch where prompt and intelligent attention will be given to your orders.

Canadian Consolidated Rubber Co. Limited

Head Office · · MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, and Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, OCTOBER 13, 1917 No. 41

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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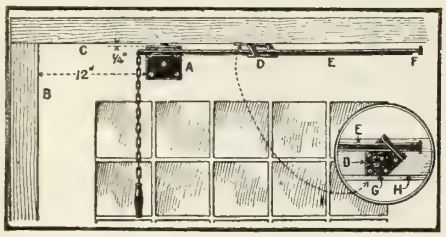
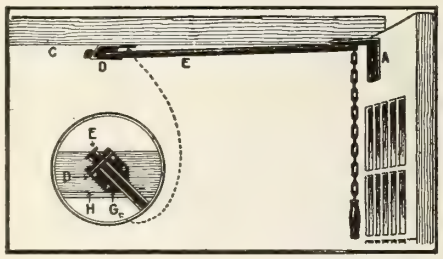
SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Strength is a feature of this holder which is of particularly rigid construction. The attaching plates are a considerable distance from the hinges, thus producing a minimum of strain. The holder is reversible and **may be applied to all kinds of doors.**

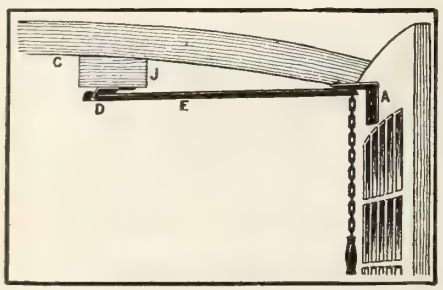
The Construction and Operation of Stanley Garage Door Holder No. 1774



For inside face of Straight Top Door. The pivot plate A clears the lintel C by a fraction of an inch and is 12 inches from the jamb B. As the door is opened the holder bar E slides through slotted plate D.



When the door has been opened to a little more than a right angle the notch F in the holder bar E engages. The diagonal edge G of slotted plate D is even with rabbet H. A pull on the chain throws the notched bar out of engagement and permits the door to be closed.



If the door has a Curved Top a wedge-shaped block of wood J is fastened onto the lintel C, before attaching the slotted plate D. This is done so that the holder bar E is **horizontal** always and can slide through slotted plate D without jamming or binding.

MADE of a superior grade of wrought steel of substantial construction, and so simple that there is nothing to get out of order, this STANLEY Garage Door Holder is **needed by every garage owner and builder!**

Hard service and strong winds have no effect on it. It continues to protect the car and its occupants year in and year out.

New garages are being built; old ones require additional equipment. Every garage owner or builder who enters your store is a splendid prospect.

The STANLEY Garage Door Holder almost sells on sight. It is especially designed for its purpose, and is now proving invaluable in thousands of garages throughout the country. **It nets you a good profit and you should have it in stock.**

To-day write for catalog and prices on STANLEY Garage Hardware.

The Stanley Works

New Britain **Conn., U.S.A.**

Canadian Representatives:

A. MacFarlane & Company, Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, OCTOBER 13, 1917 No. 41

Various Methods of Getting the Dollar

Starting the Dollar Towards the Store—Working the Telephone Pole—Flowers in a Hardware Store—Furnishing Standard Time and the "Probs"—The Rest Room, Just What the Name Suggests—Catering to the Women—Light and Scenery Excellent—The Store Itself—Newspaper Advertising.

IN remodelling their store after the big fire a year ago, Carter Bros. of Picton, Ont., had in mind serving their customers well in addition to making dividends for themselves.

"Serve the customer well and the dollar is sure to come" is how W. J. Carter expressed himself in this respect. "That is what led to our installing our battery of self-measuring pumps, to our planning a rest room for the ladies, to having a drinking fountain, to giving the standard time and the weather probabilities. These features are all links in a chain of service which we are constantly trying to improve.

"And the women, don't overlook how strongly we have made the appeal to them. They are the big factors in the spending of money and catering to them has been one of our hobbies which has brought in real dollars and cents in return."

Starting the Dollar Towards the Store—Effective Means Used To Attract Attention

Bringing in real dollars every time we cross the sidewalk in front of our store—that's what we're doing since we installed the gasolene self-measuring pump right at the curb, is how W. J. Carter of Carter Bros., Picton, Ont., expressed himself to HARDWARE AND METAL'S representative on his visit to their store during the week. Mr. Carter continued, "not only are new customers drawn by this attractive pump but many of our old customers who went to the garage for gas, now drive up to the front of our store for their supplies, including lubricating oils and greases and accessories."

Making Use of the Telephone Pole

But the gasolene pump is by no means the only attractive feature that greets the eye. About 10 feet from the gasolene pump is a telephone pole which presents, in its natural state, a most unsightly appearance. However, four panels, artistically painted and listing the special goods which this store features, are arranged on the square around the pole. These panels hook to the pole and can be removed or rearranged at a moment's notice. Besides being a splendid method of keeping the store specials before the people, this form of advertising adds a novel feature to a thoroughly attractive store front.

Flowers in a Hardware Store

The store entrance is set back about seven feet from the street line and across the top of the entrance, in line with the street, were hanging pots with geraniums and creeping plants in same.

Showing the Gasoline Pump which stands at the curb in front of Carter Bros. store at Picton, Ont. The picture also shows the showcase which occupies space outside, as well as the clock which gives the Standard Time. In the glass panel below the clock, the weather probabilities are posted each day.

Draped from the ceiling of the entrance were two beautiful hammocks—the effect was certainly excellent—and appealed in great measure to the women who form a large proportion of the trade of this store. The idea of flowers was extended to the inside of the store and women were always attracted to a special display of enamel or aluminum ware by a bowl of beautiful fresh flowers in its midst.

Furnishing Standard Time and the "Probs"

Before speaking of the windows which are really excellent, attention might be drawn to a large clock in the centre of the store front, giving the standard time. This is regulated to the second and referred to by hundreds of passers-by. Below the clock the weather probabilities for the day are given—these are read by seventy-five per cent. of the people passing the store. This information the public likes to have and the method in this as in the display of flowers, etc., is to attract attention to the windows and goods shown in showcase.

The Show Case Out of Doors

Turning to the actual display of goods attention is immediately drawn to a showcase which stands directly in the centre of the store frontage between the two entrance doors. Seasonable lines are always on display in this case, a change or re-arrangement of goods being made every week or ten days.

The window displays are timely. Bright, snappy cards are utilized and prices prominently displayed. At the western side of the store the street line breaks towards the curb about 30 inches. This has suggested the use of one small, special window, which absolutely compels attention from those going towards the west. It is used for small lines such as razors, flashlights, etc., and has drawn an exceptional amount of business. Altogether the store front is one that makes people stop to look and is practical in every way.

Interior view of Carter Bros.' store, showing the right-hand side. In the foreground are shown two silent salesmen, back of which the counter display cases, with the office in the rear. The Paint Department is shown along the side.

The Rest Room—Just What the Name Suggests

On entering the store there were many things to take the attention, but there was one objective to which the writer was immediately taken and it had nothing to do with the actual sale of hardware. This was the Rest Room, and its dainty decorations, its cosy furniture must certainly appeal very strongly to the country people after driving miles into town. It is becoming well known and advertising now contemplated will introduce it to those others not yet conversant with its distinct advantages.

Women a Big Trade Factor

Believing that the women buy or influence the buying of the majority of lines, the store has been fitted out to appeal largely to them and there is no doubt but that it will be the meeting place of a large majority while in town.

The house furnishings department through which the women must pass in going to the Rest Room contains an excellent display of stoves, ranges and heaters on each side of the passageway. Another thing observed with this display was a furnace—already set up and containing a fire from which the comfortable heat radiating from its large surface should bring cheer to those who have been exposed to the elements of winter. Besides supplying extra heat, this furnace, so prominently featured, should result in bringing increasing enquiries and sales for this particular brand.

Of more than passing interest was the question of light. In that this essential was plentiful. The windows extend practically across the back of the store and apart from their value in supplying light, the scenery which greets the eye is magnificent. The view across the valley to the mountain back of the town is visible from the rest room as well, and is one which will never tire the eyes of those to whom nature's wonders are ever increasing.

Above the office, which is located in the centre of the store, a skylight of good dimensions has been placed which brightens the central portion of the store wonderfully.

There are large windows above the regular store display windows which throw light from the front of the store, in addition to what comes through the nearly entire glass frontage between the doors.

Interior Store Arrangement Excellent—Furnishings Neat and Distinctive

In mentioning the interior store arrangement, the fittings which dress up the store might be dwelt on first. One's attention is drawn to the paper racks or holders—built in solid mission style and presenting such a solid appearance standing on the floor. These are shown in the accompanying illustrations and are a decided improvement over many styles in common use.

To match the style and design of these paper racks, a water filter has been built which stands just inside the entrance to the door and furnishes relief to many thirsty individuals during the course of a day. This is particularly noticeable in the warm weather, when the filter is often filled three and four times during the day.

Silent Salesmen Used Extensively

Standing just inside the entrance facing towards the rear of the store, one is immediately struck with the extensive use of silent salesmen, five being placed conveniently and in plain view of all those entering the store. Two are placed crossways and the other three ranged along the left hand side act as salesmen's counters for goods from the shelving and drawers along that portion of the wall.

In the first salesmen running crossways to the store are displayed nickel plated goods, such as tea and coffee pots, the space below the glass on top being utilized to display razors, razor strops and shaving accessories. The second salesman contains, besides carvers in cases, a nice assortment of nickel plated flat ware.

Flashlights Strongly Featured — One Show Case Devoted to Their Display

The first two cases at the side of the store are used for nickel plated ware with pocket cutlery on top, and flashlights with scissors carefully arranged above. And right here, Mr. Carter waxed enthusiastic over flashlights, on which he has worked up an exceptionally big trade. The front of one whole case is devoted to a display of this line and even while the writer was in the store, several sales were effected for the flashlights complete. Extra batteries and bulbs which gave every confirmation

to the reason for Mr. Carter's enthusiasm.

The third showcase along this side of the store is placed next to the cash register and always carries a display of seasonable lines. The top of the showcase, instead of being glass, is wooden and permits of axes or other heavy lines being attractively displayed.

Glass Front Wall Case and Drawers With Goods Sampled on Fronts Cover One Entire Side

Covering the wall at the left hand side of the store is a large wall case with sliding glass panels at the front, continuing from which to the back of this department is shelving holding drawers, on the fronts of which samples of the goods contained therein are shown. This results in a most satisfactory display of the many small lines of shelf hardware and the bigger lines such as hammers, hatchets, draw-knives, wrenches, etc., are in full view in the wall case. The wall case is also utilized to display a good assortment of guns and rifles, which being in full view all the time move with some degree of freedom at all seasons of the year.

The wall case and shelving stand about 3 feet off the floor, the space below being utilized for reserve stock. The wooden counters which occupy the back half of the shelf hardware department are also supplied with bins in which a stock of nails, etc., is carried.

New Style in Display Tables

In the centre of the store, there are two display tables, on which are shown small five to twenty-five cent lines. The top of the table is inclined so that all lines are visible, the various items being placed in special receptacles which are firmly secured to the table. The fronts and sides of these special tables are built in solid to the floor and shelving is built in the space thus enclosed which gives a large amount of space for reserve stock. Sliding doors along the back of the table, as now arranged, keep dust and dirt from accumulating on this stock.

Blue Prints Help in Planning Paint Section

The paint section is always one of the hardest in the whole store to arrange. Over half of the right hand wall of the store is devoted to shelving containing a complete line of paints. This shelving was built from blue prints which the manufacturer, whose brand Carter Bros. handle, furnished and are certainly a model in completeness. The shelving is very deep and when filled to capacity contains a very big stock of all finishes and sizes.

Sale of Automobile Accessories on the Increase

Between the paint section and the office are two more glass front wall cases, one of which has been used largely for displaying automobile accessories during the past summer. In addition to the space thus devoted to this line, the show case at the front of the store, outside, carried a display of automobile accessories which caught the attention of the passer-by, or the automobilist who was at the curb having his car filled with gasoline. This outside case has been the direct cause of many sales for these goods and contributed largely towards establishing Carter Bros. store as a headquarters for this class of goods.

Utilizing the Pillars Which Support the Ceiling

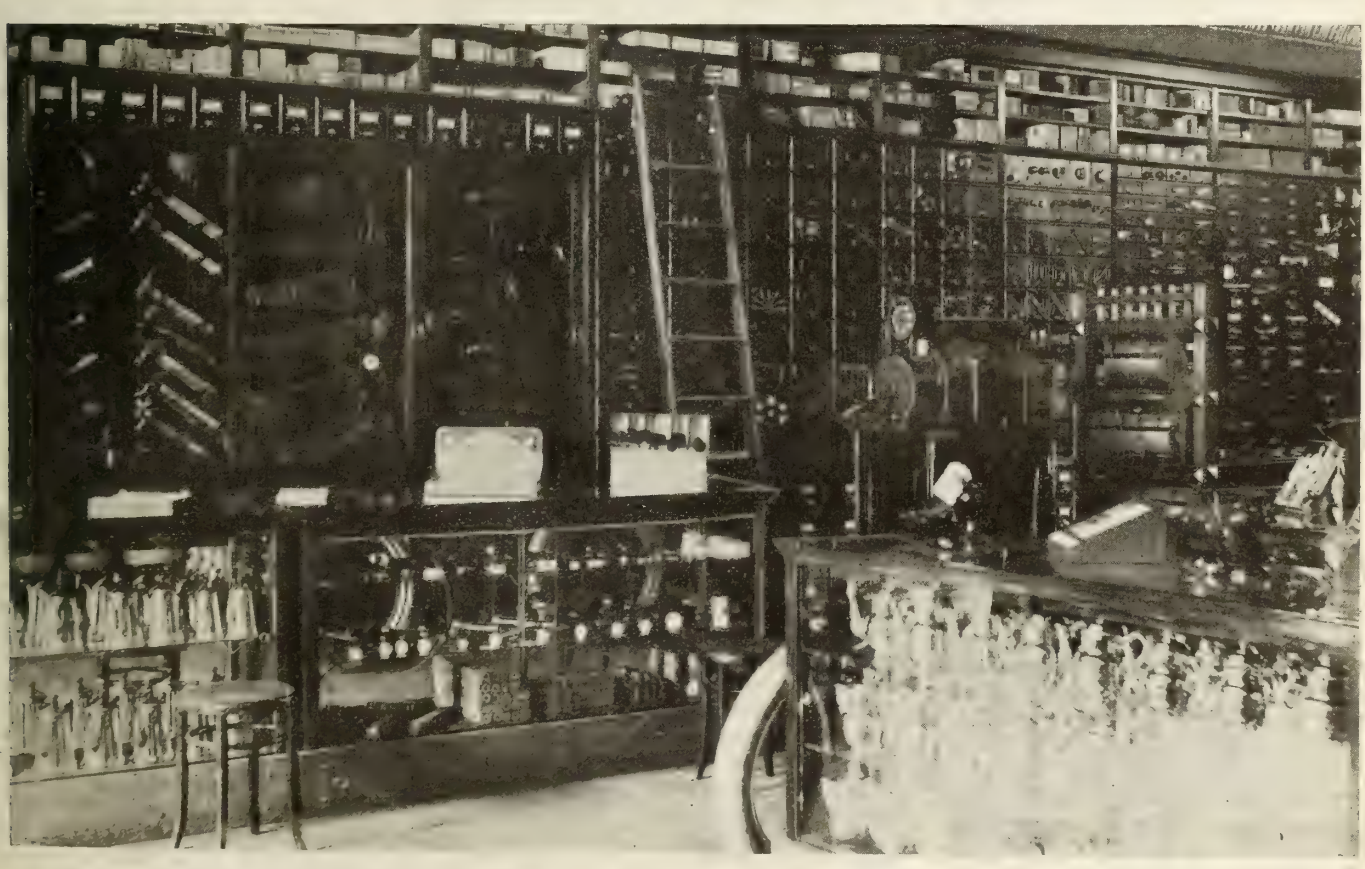
There are three pillars which support the ceiling, somewhat towards the right hand side of the store, around each of which there are three rows of shelving arranged in pyramid style to a height of about 48 inches and with about a 24-inch mirror on each side at the top. These make excellent display stands and occupy little extra space. The displays are rearranged every two or three weeks and always present a fresh, changed appearance.

Light, Cheery Office Produces Better Work

It is not necessary to work under the electric light in the office which extends half way across the rear of the front section of the store, at the entrance to the house furnishings department. It is situated under the skylight mentioned above and even on the darkest days, all available light is thrown on the desk. The invoices, quotations and copies of orders are kept on separate files in the vault, being at all times available when it is necessary to refer to them.

Stove, Tin and Agate Ware Department

This is the heading which directs the way to the house furnishings and here



Showing the left-hand side of the store with the large wall case for guns and saws, hammers, etc., continuing from which the drawers with the samples of shelf hardware continue to the rear of the store. The two showcases are shown in addition to cash register and paper rack.

The entrance to the House Furnishing Department is brought out clearly here. A very fair view of one of the paper racks is shown immediately to the left in the foreground. The stove at the entrance to the Stove, Tin and Agateware Department stands out clearly in the picture.

the goods are attractively arranged to appeal to the women. Facing the front, in full view from nearly all points in the store, stands one of the latest models in stove building. This range with its clean cut, attractive lines draws attention which must be remembered when one thinks of buying. The entrance to this department, with the position of the stove are well illustrated in the picture herewith.

From this striking appeal on entering this department, one is led past a complete showing of stoves, ranges and heaters at the end of which is the ladies' rest room, mentioned above. Attention was centered also in the furnace being operated right on the floor and the results obtained should be excellent.

Special Counter for Glass and "Messy" Things

The glass board where all glass is cut, is located near the back of the store, where the light is good. A little chute is being built leading outside where all refuse including broken pieces of glass will be thrown, thus eliminating this unsightly "mess" from the eyes of the customers. It might be mentioned here, too, that all lines such as oil cake, lime, hen feed and oyster shell have been moved to the back where the untidy appearance from any spilled in weighing out will not be so noticeable.

Reserve Stock in Room Built Over Stairway

Over one of the stairways leading to the cellar a very good size stock room has been built in which reserve stocks of bolts and nuts, screws, etc., are kept. This is a most convenient arrangement and uses space which otherwise would be wasted.

Convenience Evident Throughout Entire Store

To serve their customers in the shortest possible time consistent with that personal element so necessary in the retail trade, Carter Bros. have included money, time and labor-saving devices, one or two of which might be mentioned.

The utility of self-measuring pumps is quite evident to the average retailer and the battery of pumps shown herewith covers the field quite thoroughly. Back of these pumps, 5-gallon cans painted red and stencilled contain the many special lines of oils on which the demand is light, but which call for service in handling.

A harvest tool rack holds a complete assortment of forks, shovels, spades, fork handles, etc., and occupies a comparatively small space. Besides effecting a great economy in floor room, this rack displays the goods well and makes the selection of lines wanted by their customers quite easy.

The difficulty often experienced in keeping mower knife sections in their proper place has been overcome by the use of a large board, through which steel pins have been driven to suit the many types of sections. A card with the name and style of each is tacked to the board and there is no danger of sections becoming mixed as each must fit over the proper pins.

A large whip rack stands on the floor at the side of the office and besides displaying these effectively, there is a shelf below which can be used for featuring horse brushes, curry combs, lanterns or any other small lines.

In connection with the gasoline tank which is under the sidewalk, instead of burying this a vault was built which enables inspection to be made at any time for leakage.

Lavatories are supplied for both men and women, the latter being off the rest room. The entrance to the men's is shielded by shelving, which is used to hold a reserve stock of kalsomine.

Newspaper Space Used Freely—Not Confined to Only One Place

On the front page of the two local papers the main store announcement is given in a space 2 columns wide by 6 inches deep. Over the news of local interest, a one column ad 4 inches deep is also inserted and then there is an entire column of "Picton Pointers" used by Carter Bros. and one of the local grocers to feature special goods or announce the arrival of certain seasonable lines. Mr. Carter is a firm believer in printer's ink and even uses it to keep the nickel polished on their scales—he claims there is nothing better to polish with every morning than a little piece of newspaper.

Price lists adopted by the Ontario Re-

tail Hardware and Stove Dealers' Association have been framed and are hung in the most convenient place for the line of goods to which they apply. Mr. Carter states they are a great convenience.

This battery of pumps results in a great saving of time and "mess" in handling. The pumps are situated on the left-hand side of the store, just at the entrance to the House Furnishings Department. The use to which some of the bins beneath the drawers are put is clearly shown.

Will Steel Men Observe Agreement?

United States Authority Points Out Possibility That Some Manufacturers May Not Live Strictly up to Agreement—Recent Developments.

ACCORDING to the "American Metal Market," a United States authority, there is unfortunately a possibility that some manufacturers in the iron and steel industry may not observe strictly the agreement that has been entered into. This agreement is in substance that prices throughout the industry shall be on a basis in harmony with the schedule announced on September 24, which set Lake Superior iron ore at the 1917 season basis, pig iron on the basis of $33 for foundry, malleable and basic at valley furnaces, steel bars at $2.90, structural shapes at $3.00 and plates at $3.25. Prices in detail are to be arrived at as rapidly as possible. There is no reason to suppose they will be disproportionately low. Thus the agreement will cover all these prices.

The leading steel manufacturers pledged the honor of the trade to observe this agreement. If it is violated by some it means that these manufacturers made a mistake, that they pledged something that did not exist. That they made a mistake may not interest recalcitrants, if there are any, but it should interest them to realize that the Government will not wink at irregularities. The Government made a bargain, and part of that bargain involved its paying higher prices for its steel than it had contemplated paying, or needs to pay under the law authorizing it to fix prices on its purchases and to commandeer plants whose owners do not accept the order. The Government requires something in return and it is absurd to assume that it will not secure what it is entitled to.

Developments of the past ten days indicate the decided probability that the Pomerene bill as reconstructed by the Federal Trade Commission will be passed early in the regular session of Congress which convenes December 4. It is believed the bill is now so framed that it gives the authorities full power to fix prices on all purchases of iron and steel commodities, and avoids the danger of unconstitutionality.

The bill will probably be passed no matter what occurs in the steel market meanwhile. The question is whether the Administration will be forced to have recourse to the powers it grants. That rests upon the conduct of the steel trade. As to the conduct of the great majority there is no doubt whatever. As to the conduct of a small minority some things have occurred to raise a doubt. We sincerely hope appearances have been deceptive, that the doubts are unfounded but it is necessary to face all possibilities squarely.

Violation of the agreement would mean enforcement of the Pomerene bill when enacted and that would be a very great misfortune for everyone. The steel market can be conducted very much better by agreement, by intelligent control largely in the hands of the producers themselves, than by the rigid operation of law in circumstances necessarily so complicated. Surely no one will be willing, with the facts before him, thus to betray the industry.

The Administration, moreover, is not without power even though the prospective legislation has not been enacted. It has the power to commandeer plants and use them for the production of material it requires. It can select whatever plant or plants it chooses, and there is no doubt what plants it would select.

There is also the operation of the Priority Board, which undertakes to determine the sequence in which orders are filled, and to regulate freight movement to and from a manufacturing plant. In its operation the Priority Board can deal with recalcitrants. The only question would be as to its legal authority. One cannot imagine a recalcitrant in the matter of observing the fixed maximum prices taking the Priority Board into court.

The steel agreement states the American Metal must be observed in both spirit and letter.

Steel men have received their instructions on priority in orders, and twenty-five thousand circulars, giving instructions as to priority in orders and work for all individuals and firms engaged in the production of iron and steel and in the manufacture of articles and implements therefrom, have been sent to manufacturers in all parts of the United States.

The War Industries Board has divided industry into three classes, directing that preference in transportation of iron and steel and their products be given to them in the order of their importance as related to the conduct of the war. Class A, comprising war work, comes first; Class B, comprising industries indirectly related to the war, second; and Class C, comprising all other industries, last.

War orders of the Allies will be placed in Class A, as will those of the United States. Contracts already placed by the War or Navy Departments or by the Emergency Fleet Corporation will be placed in subdivision A1. Orders already placed by the Allies will be put in A2. Orders and work in Class A will take precedence irrespective of the date the orders are given. Both Classes A and B will be divided into subdivisions, as A1, A2, A3, A4, etc., each comprising orders within its class which are regarded respectively as of greater moment. All materials required in the manufac-

ture of an article will be classed with the article itself.

Certificates will be issued on application specifying the classification of the work. Certificates of a subsidiary nature will be issued on request for the furnishing of material and articles required in the manufacture of the commodity ordered. Applications for Class A certificates will be made by the contracting officer of the United States department making the purchase and in the case of the Allies by their agents. Applications for subsidiary certificates covering materials for Class A work will be made by the producer. Applications for Class B certificates will be made by purchasers, as will subsidiary certificates in Class B.

ALCOHOL MADE FROM WASTE AND SAWDUST

Ton of City Garbage Makes Nearly Five Gallons at Profit of $2.40

Ethyl alcohol, or grain alcohol, as it is usually called in Canada, has, hitherto, been chiefly manufactured from molasses and corn in North America and from potatoes in Europe. The molasses has had to be imported from Cuba and Porta Rico. Owing to the present high freight rates, it is more profitable to burn the molasses on the spot in order to recover the potash. A plant with a capacity of 100 gallons of alcohol per day would use the following: 200 gallons of molasses, or one ton of shelled corn, or 4 tons of potatoes, or 6 tons of wood waste.

The use of sawdust is very much cheaper than grain or molasses and does not involve the consumption of valuable raw material.

In 1912, a North Carolina plant produced 310,000 Imperial gallons of 95 per cent. alcohol from the equivalent of 35,000 cords of pine sawdust and waste and, since 1914, has increased its production.

The sawdust is "digested" with sulphuric acid, the soluble constituents are extracted with hot water and, after neutralization with milk of lime and clarification, are pumped into fermenting vats. Yeast grown in wood liquor is added and, after fermentation, the fermented liquor is distilled.

In three paper mills in Sweden, the utilization of the sulphite liquor produced about 1,250,000 gallons of alcohol per annum. Two plants have been established in the United States and produce 15 gallons of 95 per cent. alcohol per ton of sulphite pulp. It is estimated that a plant with a capacity of 2,500 to 3,000 gallons of alcohol per day, and operating under favorable conditions, could produce at a cost of 14 to 20 cents per gallon.

A municipal plant at Columbus, Ohio (population 182,000), is manufacturing alcohol from city refuse. The grease extracted from the refuse is cooked with sulphuric acid and steam, the acid is neutralized, the liquor fermented with yeast and the alcohol is recovered by distillation.

One ton of Columbus "green garbage" yields 4.8 gallons of 95 per cent. alcohol and it is estimated that a plant costing $36,000 would treat 20,000 tons of refuse annually and produce 80,000 Imperial gallons of alcohol, giving a profit of 50 cents a gallon at war-time prices, or 37 cents under normal conditions. Thus, one year's refuse would yield as much alcohol as could be produced from 33,600 bushels of shelled corn, 39,500 bushels of wheat or 110,350 bushels of potatoes.

RETURNS TO THE EUREKA COMPANY

R. Rutledge, Formerly Associated With the Eureka Refrigerator Company, Again Associates With That Company as Sales Manager

R. Rutledge, who has been well known to the trade for a good many years past as associated with the Eureka Refrigerator Company, and who left that company a couple of years ago, to help found the W. A. Freeman Refrigerator Company of Hamilton, and to have charge of their refrigerating and equipment department, is once more back with his old Company, as Assistant Manager and Sales Manager, with headquarters in Toronto.

Mr. Rutledge was associated with this company for many years, past and was indeed among the charter members of the company. The elder members of the firm have since left and Mr. Rutledge, now is the oldest experienced practical refrigerator man in the company. As the patentee of several important inventions having to do with the refrigerating systems, Mr. Rutledge has made no small name for himself among those who are conversant with the best that there is in refrigerating work. The wide circle of business friends that he made while formerly associated with this company, will welcome him back with a great deal of pleasure.

THE REGULAR CHAP

By G. M. Wall, of the Kenneog & McDonald Co., Antigonish, N.S.

(With apologies to Walt Mason)

There is a chap whom we all love, whose name is writ in gold above, whose fame will ne'er grow dim. To him we kowtow on the street. His welcome face we haste to greet whene'er we meet with him. He is no bloated millionaire. He wears no diamonds in his hair, nor rubies on his shoes. Yet we would sit up late at night and go for weeks without a bite ere we'd his friendship lose. Though we be weary, sick and sore whene'er he seeks our office door with joy our bosom thrills. We cease to moan o'er past mishap. Of troubles dire we cease to yap and rush to greet this REGULAR CHAP, this CHAP WHO PAYS HIS BILLS.

THOROLD MERCHANTS WILL CLOSE WEDNESDAY AFTERNOON THROUGHOUT YEAR

At a recent meeting of the merchants of the town of Thorold, the question of opening again on Wednesday afternoon for the winter months was discussed. It was practically unanimously decided not to do so, and as a result the grocery and butcher stores will be closed every Wednesday afternoon during the year, with the exception of two or three weeks just previous to the Christmas season.

MINIMIZING INCONVENIENCE TO CAN. MANUFACTURERS

In order that Canadian manufacturers may not be unduly inconvenienced by the export restrictions that have been placed by the United States Government on forty or more different products, except where intended for war purposes, the Canadian Manufacturers' Association is taking a census of all manufacturers in Canada who will be directly affected by the regulations. The products on the list placed under the ban for export to Canada include wheat, wheat flour, etc. The following questions are being asked:

(1) Are you employing any raw materials as specified above, imported from the United States?

(2) If so, please name those articles of your manufactory which are not for war purposes, or directly contributory thereto, into the manufacture of which the above named raw materials are used; and.

(3) Which of said raw materials you use, and what quantity, annually?

(4) If said United States export restrictions are not removed, what effect will such embargo have on your industry?

(a) As to number of employees who would be thrown out of employment;

(b) As to closing your plant.

DUTCH GLASS INDUSTRY MAY BE SUSPENDED

Complete stoppage of the Netherlands glass industry is threatened. The Government coal distribution bureau has informed the factories that no more coal tar can be supplied; in consequence, at least some of the ovens must cease working very soon. This is in addition to the general shortage of the coal supply, which threatens every industry in the country.

Glass has been made in Holland for several centuries. Exquisite samples of early handmade glass are still preserved. Factories now operate in various parts of the country, chiefly in the Provinces of Drenthe, Limburg, and South Holland, and employ some 4,000 people. Bottles and crystal are the main products, with a small quantity of mirror glass.

Trade Conditions Discussed

Special Meeting of Hardware Jobbers and Manufacturers at Montreal Annual Gathering—Problems of Manufacture and Transportation Discussed.

TAKING advantage of the annual meeting of the Canadian Wholesale Hardware Association at the Windsor Hotel, Montreal, Que., on Oct. 3 and 4, a special meeting of wholesale hardware jobbers and iron and steel manufacturers was called to consider trade conditions. There were forty-eight firms represented and the discussion followed along general lines in connection with current events affecting the trade. This special meeting was called by Jenkins & Hardy, Toronto, and was held in the morning of the 3rd inst.

Trade conditions and the condition of stock in the country were matters dealt with, and manufacturers pointed out to jobbers that they could not look for lower prices for some time to come. The inability to quote lower prices was said to be due to the embargo on various lines and the fact that many Canadian imports of hardware, iron and steel goods now have to go before the United States Priority Board and take their chances on the basis of their being required for actual war purposes whether directly or indirectly.

One of the big difficulties which had to be dealt with to-day, as outlined at the meeting, was the fact that Canadian orders for supplies from the United States now have to pass through the Canadian Government to the United States Government, through the British Ambassador, and from thence to the United States Priority Board, which considers them and lists them according to their importance as regards the manufacture of war necessities.

A feeling which was evident to some extent at the meeting was that there should be no weakness shown in regard to the matter of prices. The reason for this was that there might be a tendency on the part of some hardware dealers who have acquired heavy stocks of certain lines, to cut prices in order to relieve stocks. It was considered that this tendency would result to the disadvantage of all concerned.

It was intimated that difficulties may be faced during the coming winter owing to the fact that transportation difficulties may be more serious than in the past winter. Already the question of transportation is a big problem for jobbers and manufacturers, and it may become as serious a difficulty as are the present questions of labor shortage and lack of raw materials. The seriousness of these two latter problems was emphasized throughout the meeting.

The need for greater co-operation was also a live topic, and some steps were urged to effect greater team-play among jobbers and manufacturers. At a recent convention of Calgary dealers the slogan co-operation was adopted, and the feeling at the Montreal meeting was that some such slogan should be adopted by Ontario and Quebec houses in order that there might be a greater co-ordination of effort.

One speaker dealing with the subject of trade combinations pointed out that now, instead of such combinations being regarded as inimicable to general interest, they are designated as highly organized industrial units, and that the United States Government was getting through their assistance what it could not have got unless the manufacturers had been organized.

The open discussion of such questions as labor shortage, difficulty in securing raw material, transportation problems and other trade questions of special importance under the present circumstances as affecting the hardware jobbers and manufacturers, proved of great interest to the representatives of the Ontario and Quebec houses as well as providing to some extent a basis for the meeting of some of the bigger problems. Further conferences are being planned for the future.

GOVERNMENT AND PUBLICITY
(Importance of the Trade Press)

Two very important meetings have been convened by the Government during the last week or two, one dealing with the distribution of coal, and the other with the question of the people's bread supply. Both these meetings were held exclusively for the information of the Press, and the present writer happened to be a member of the audience at both functions as the representative of one of the largest, if not the largest, series of trade newspapers owned by a single firm in the country. The avowed intention of the conveners of both meetings was to enlist the sympathy of the Press, and to secure the widest possible publicity for the Government schemes. Obviously there are no two subjects more vitally important to the people as a whole than those of bread and coal, and every employer of labor and every worker is directly affected by them. While, therefore, it is satisfactory to find that the Government is fully alive to the urgent importance of a press campaign, it is not equally satisfactory to note that the value of the trade newspapers of the country as a great publicity agent is not yet so fully realized as it should be. It is true that a start seems to have been made in this direction on a limited scale, but so far there is no indication that the Government appreciates its own opportunities of getting in touch with the classes who are most closely concerned.

The Nation's Purse

At first sight it may seem that it is hardly the duty of those who are responsible for the conduct of trade newspapers to teach the Government Publicity Department its own business, but the fact does not seem to be appreciated that after all the workers are the people who are making the money which the nation needs, and are willing to invest it. The Coal Distribution scheme has been given a small show in a section of the trade press, and one would like to feel that this is a first step in the right direction. But there is no reason why other schemes should not be given equal publicity in the columns of newspapers that are read regularly by all classes of workers, skilled and unskilled. The Exchequer Bonds, for instance, would find scores of willing buyers if they were properly advertised in the papers that are read by all the varied workers in the laundries of the country—foremen, engineers, ironers, men and women of all ages and of very various types, all making good wages and quite ready to assist the country and themselves by making small investments. The daily paper undoubtedly has its special uses as an advertising medium, but it is often glanced over and thrown away, while the trade paper is read through from end to end, consulted at intervals during the month or week before the following issue appears, and is frequently preserved for reference, and bound at the end of the year.—Irish Ironmonger.

HARDWARE LETTER BOX

Eclipse Currycomb

The McClary Mfg. Co., Winnipeg, Man.—Would you kindly advise us who are the manufacturers of the Eclipse Currycomb?

Answer.—New York Stpg. Co., N. 11th and Berry Sts., Brooklyn, N.Y.—Ed.

W. A. Moir, Oxbow, Sask.—Could you advise me who manufactures or from whom we can procure the "Gee-Whiz" Washing Machine?

Can any of our readers supply this information?

Salamanders

E. T. Hart, Niagara Falls, So. Ont.—Can you supply me with the name of a manufacturer of Salamanders?

Gurney Foundry Co., Toronto.

Standard Mfg. Co., 49 Cortland St., New York, N.Y.

G. L. Stuebner Iron Wks., 13th and Vernon Ave., Long Island City, N.Y.

Littleford Bros., 443 East Pearl St., Cincinnati, Ohio.

Avenir Range

McKelvey & Birch, Kingston, Ont.—Could you advise us who makes the Avenir Range?

O. Belanger, Regd., 338 Amherst St., Montreal, Que.—Ed.

EDITORIAL COMMENT

CO-OPERATIVE DELIVERY

SHOWN on another page in this issue is a bulletin issued by the United States Government dealing with the many advantages to be gained from Co-operative Delivery. This is published as a result of investigations extending over a period of many months and should give food for thought to the merchants in many small towns as well as the larger centres.

Besides effecting a decidedly big percentage of saving, the system of co-operative delivery where tried is proving far more satisfactory. There is no overlapping and when the consumer can see where this system must benefit him, he will be the first to praise its operations.

We would certainly commend this article to the careful attention of all our readers. Canadian merchants have been facing similar delivery problems and the solution may become evident in looking over this bulletin.

The successful operation of this delivery system will be welcomed by the smaller merchants particularly as this item adds greatly to his cost of doing business and puts him at a decided disadvantage when competing with the larger stores.

The great concentration of thought on business thrift is another lesson which this Great War is teaching us. There is no doubt that these teachings will result beneficially, not only now, but after the war as well.

Co-operative Delivery is practical—it has been and is being demonstrated clearly in many towns and cities.

LATE BENJAMIN MOORE

THERE were many expressions of regret in Canadian paint circles last week, when the announcement appeared in HARDWARE AND METAL of the death of Benjamin Moore. Although the greatest activities of Benjamin Moore were best known to the paint trade in the United States, Mr. Moore had a wide circle of friends in the Canadian trade. That the success of Benjamin Moore extended far beyond the mere accumulation of wealth is evidenced in an editorial in this week's issue of the *American Paint Journal*, one of the leading United States trade papers. No further comment on the editorial is required. It follows:

"In the death of Benjamin Moore the American Paint Trade loses one of its biggest men—a man big in mind and vision and wisdom: big in heart and character and fellowship with his fellows and his Maker.

With the paint trade as the chosen field for the career of a man of such qualities, his life and achievements and his position, in the Trade and outside, are an honor to the Trade, and an example and incentive of infinite value and encouragement to its younger members.

Landing in New York in 1873, "the panic year," and with twenty dollars capital; and retiring recently to the "chairmanship of the board" of a business employing $3,000,000 capital with annual sales of $5,000,000, Benjamin Moore's career eloquently demonstrates the possibilities open to ability and character in America, and in the paint trade.

Nor was his any sordid "success" of mere dollar getting; neither did he await the leisure or retirement from business to do his part in public service. For more than thirty years, and almost daily until his death, he gave active effort and his money to community and charitable and philanthropical work, the lasting value and memory and evidences of which are cherished in many different circles of Brooklyn and vicinity."

THE NEW WAR LOAN

CANADA is about to call for another War Loan. It is necessary to raise funds to meet the increasing cost of maintaining the Canadian Expeditionary Forces; it is necessary for supplying additional credits in Canada to enable Great Britain and the Allies to continue to purchase agricultural products, munitions and other war supplies in Canada

The safety of a Canadian Government Bond is secured by the entire resources of the country, the safest security obtainable—in fact, you really hold a mortgage on Canada, one which will pay you a much higher rate of interest than can be obtained on any other equally or nearly as safe security.

There should be a Bond in every household in Canada. This is a privilege and a patriotic duty, and it is to be hoped that every individual in Canada will secure a Bond or at least a War Savings Certificate.

The money markets of the United States and Great Britain are practically closed to Canada now

and the Government cannot count on the large subscriptions from outside of Canada that were secured in the preceding loan. The necessity of everyone doing his or her bit must be emphasized.

You do not necessarily tie your money up for 20 years in buying a bond. It is negotiable and this feature should not be overlooked. Canadian Government Bonds can be sold at any time or can be used as security for temporary advances from a bank. The purchaser can get his money back (through a sale) whenever he wants it.

HOW TO MAKE MONEY GROW

IN the October issue of *Conservation*, a monthly bulletin published by the Commission of Conservation, Ottawa, the above heading draws attention once more to Canada's War Savings Certificates, which can now be purchased by even the small investor. The bulletin goes on to state:

"War Savings Certificates for the small investor are almost too good to be true. They are so good that the Government will not sell more than $1,500 worth to any one person. They yield over five per cent. on the investment, may be redeemed at any time, and have the whole Dominion of Canada back of them as security. In other words, they have all the advantages of a savings bank account, but have greater security behind them and yield over two per cent. more.

The following table shows how money will grow in three years if invested in War Savings Certificates:

$	8.60	loaned	now	grows	to...	$ 10.00
	21.50	"	"	"	" ...	25.00
	43.00	"	"	"	" ...	50.00
	86.00	"	"	"	" ...	100.00
	430.00	"	"	"	" ...	500.00
	860.00	"	"	"	" ...	1,000.00
	1,290.00	"	"	"	" ...	1,500.00

There are, undoubtedly, many who have not looked at these certificates in this light, and will be glad to have before them details relating to the investment necessary to securing returns.

THE SITUATION IN SHEFFIELD

IN a recent copy of *The Ironmonger*, England, an interesting review of the various markets was given. The note appended herewith relates to the general position at Sheffield. The tone of this would certainly indicate to what an extent the organization of the British industries has been effective in that to-day, some of the largest plants, while working to capacity, are not buried under orders so deeply that the end seems impossible of attainment. John Bull works slowly, may be, but surely, and the splendid organization of all industries for the successful prosecution of the war will stand out as one of Britain's greatest achievements. The Sheffield situation is given as follows:—

Reports as to general trade indicate a decline in the volume of orders for such commodities as tool steel, twist drills, files, and engineers' tools, more particularly from continental markets. France is buying on a reduced scale, and the last shipments to Russia, via Archangel, for the year have now left the works. Not much new business on Russian account has been booked lately, and the present total is greatly below that of last year. Home and Colonial orders are being fairly well maintained, but here again the pressure has relaxed. There is, however, no evidence of slackness at any of the makers' works, although some have very little business forward to replace orders as these are completed.

AN INSIGNIFICANT ECONOMY

MAURICE LONG, who despite the English sound to his name, is a Frenchman and the new Minister of Provisions in France, has announced that in two weeks' time the two weekly meatless days will be discontinued, on the ground that they represent an insignificant economy.

It is just a question whether there is much being gained by these restrictions anywhere. With food prices at their present height, it is questionable if there is any large proportion of the community, who are eating largely in excess of their actual needs. If this is so, then the curtailment in one line must of necessity be balanced by an increased consumption in some other. That much at least experience has taught us. Possibly it may yet be proved that the whole campaign results in but an insignificant economy. A wisely judged campaign of conservation is likely to be more productive of actual economy than any campaign of prohibitions.

STEEL SITUATION STILL UNCERTAIN

SOME uncertainty still exists as to the effect federal price control will have on the iron and steel industry in the United States. In covering this situation, the *Iron Trade Review* points out that Washington still is to give the word that will clear up the uncertainty now paralyzing the iron and steel market. The delay is suggestive of new obstacles having been encountered in harmonizing the ramified elements present in the situation. In the meantime, the industry is making such adjustments to the new price level as definite conditions will permit.

Selling of pig-iron at the new fixed price has been growing as inquiry has become more insistent. An increased amount of inquiry is in the market, but most sellers are waiting for further government announcements to clarify the situation before taking business.

Steel production in the country is running less than had been anticipated. Operating difficulties explain the discrepancy.

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto, Ont.—Boyd & Leslie, hardware, has dissolved.

Toronto, Ont.—J. Greenwood, hardware, has sold to J. M. Boyd.

Toronto, Ont.—G. H. Wall, hardware, has sold to Monarch Hardware Company.

Thamesford, Ont.—L. E. Nobbs, hardware, is reported to have discontinued business.

Montreal, Que.—W. L. Haldimand & Son, commission hardware merchants, has been dissolved.

Proton Stn., Ont. — Jos. Trelford, hardware and tinsmith, has been succeeded by H. Becker.

Gleichen, Alta.—E. A. Duncan is retiring from hardware business. Mr. Hill of Strathmore will succeed him.

OBITUARY

Montreal, Que.—R. S. Weir, president of J. & R. Weir, Ltd., machinists, is dead.

Pembroke, Ont.—M. Howe, of M. Howe & Son, general store, is dead.

PERSONAL

M. E. Nixon, hardwareman of Milton, Ont., spent Friday of last week in the city on business.

A. Speras, general merchant of Balsam, Ont., was a business visitor to the city on Tuesday of this week.

J. Hamilton, Badjero, Ont., general merchant, spent a day in Toronto on business during the week.

J. L. Murray has been elected President of Renfrew Machinery Company, manufacturers of Standard cream separators, Renfrew, Ont.

H. A. Harrington, of Toronto, secretary of the Retail Merchants' Association of Canada, has been appointed Assistant Ontario Fuel Controller.

Edmund B. Siegerson, former branch manager at Albany and Buffalo for the Goodyear Tire and Rubber Co., and later supervising the Sales Promotion work through the mid-west, has accepted the position of Sales Promotion Manager for The McGraw Tire and Rubber Company with headquarters at East Palestine, Ohio.

Lawrence H. Cooney, general manager of the St. Algoma Steel Co. plant and wharves at Sault Ste. Marie, Ont., has resigned. He was for many years in charge of the rolling mill department of the Ohio Works, Carnegie Steel Co., Youngstown, Ohio, before coming to Canada three years ago. He is to be succeeded at the Algoma works by James Nelson, who for the past year has been in charge of the duplex department of the Bethlehem Steel Co., at Bethlehem, Pa.

TRIBUTE TO BIG BUSINESS MAN

J. H. Ashdown, Winnipeg, Elected to the Board of Directors of the Bank of Montreal

James Henry Ashdown, who has been elected to the Board of Directors of the Bank of Montreal, is one of the pioneer hardware men of Winnipeg and the West. He is well known throughout the Western Provinces as a business man of the highest standing. He is president of the J. H. Ashdown Hardware Company,

JAMES H. ASHDOWN,
President of the J. H. Ashdown Hardware Co., Winnipeg, who has been elected to the Board of Directors of the Bank of Montreal.

Limited, with headquarters in Winnipeg and branches in Calgary and Saskatoon; president of the Canadian Fire Insurance Company, vice-president of the Northern Crown Bank, and a director of the Canada Indemnity Company. Born in London, England, on March 31, 1844, he came to Canada in 1852, and established his present business in 1869.

Mr. Ashdown was one of those chiefly instrumental in securing the incorporation of Winnipeg, and since then has been a prominent figure in the commercial, municipal, political, religious, and educational life of the city.

He served as a member of the Winnipeg City Council and then as Mayor of Winnipeg in 1907-08. He was a member of the Royal Commission on Transportation in 1906. He has also served as a member of the Board of Commission of Great Winnipeg Water District. He is president of the Children's Aid Society, ex-president of the Winnipeg Board of Trade, and is on the boards of many other organizations in Winnipeg.

PERSONAL

Charles K. Eichler, of the Slaymaker Padlock Co., visited the Montreal hardware trade this week.

Oliver B. North of the O. B. North Co., Newhaven, Conn., was a business visitor to Montreal this week.

G. U. Angevine, of the Turner Seymour Mfg. Co. Torrington, Conn., was in Montreal this week on business.

James Isbister of Peck, Stow, and Wilcox, Southington, Conn., was a visitor to Montreal hardware circles this week.

M. J. McCormick, for some time manager of the machine tool department of the Canadian Fairbanks-Morse Co., Montreal, Can., has resigned to accept a position with the McCormick Machinery Co., Montreal.

F. Borysewicz has been appointed assistant general manager for Canada of the Liquid Air Society, with headquarters in Montreal. Before coming to Canada, Mr. Borysewicz was connected with the work of the Society of Japan, having taken a similar position there some years ago, previous to which he had been associated with the head office in Paris, France. In the absence of Mr. Jordan, who is now in France, Mr. Borysewicz is acting general manager.

E. H. Danville, editor of the Iron Age, New York, and a member of the U.S. Industrial Congress which was held at Washington when the United States entered the war was a recent visitor to Toronto securing information which may be used by the United States in the standardization of its aeroplane industry. Mr. Danville had a conference with Lord Reading in Ottawa and also with Lord Northcliffe regarding the financial relations of the United States and Great Britain. Governor C. S. Whitman of New York recently offered Mr. Danville the position of chief of the Intelligence Department of New York State.

CORRECTION

Through a mistake in a mercantile report, an item was erroneously published in last week's issue of HARDWARE AND METAL to the effect that Kehoe & Keogh, hardware merchants, of 437a Bloor Street W., Toronto, had changed ownership. A new member, A. Sweet, was admitted to the firm recently, and registration was also only made within the past few weeks. It will readily be seen that the circumstances of the case were responsible for the statement contained in the mercantile report, which was taken as an authority for its publication in HARDWARE AND METAL.

Delivery Costs Cut 40-50 %

Investigations Made in 47 Places

Retail dealers throughout Canada who have been giving considerable thought to the question of their delivery systems will be interested in the report issued as a result of investigations made in the United States. The same conditions of overlapping will apply in Canada as are found with our near neighbor, and action to reduce this to a minimum will be welcomed.

A STUDY of co-operative delivery systems undertaken several months ago by the Commercial Economy Board of the Council of National Defense has shown that such systems have commonly saved from 40% to 50% in investment and operating costs as compared with the individual systems replaced. The first results of the investigation, covering co-operative systems in 47 cities and towns, have just been made public by the Board, together with a number of practical suggestions on installing similar systems.

Of the 47 cities and towns studied the Board found that the co-operative plan had been a success in 30, a failure in 5, and doubtful as to results in 12, largely because the systems in the 12 places had only recently been installed. These cities and towns are located in 20 different States, and range in population from less than 1,000 to more than 200,000.

In one city of 12,000 population 14 wagons were found to be doing the work which under the old system required 20. One grocer in a town of 4,000 had cut his delivery expense from $1,638 to $806 a year. A merchant in another town reduced his delivery expense from $675 to $224 a month. Eleven stores in another place reported an annual saving of $5,000. In one city 9 wagons replaced 17, and in another 11 men, 14 horses and one car replaced 21 men, 32 horses and 4 cars.

The savings generally did not mean less service to the public. In a number of instances the service was actually increased.

Several factors, the Board states, contribute to the saving which generally results from co-operative deliveries. Depreciation charges on vehicles are generally reduced, because instead of several wagons or trucks covering a single district at the same time, one does the work. In place of several complete equipments one will do. Wagons are likely to go out more fully loaded. More deliveries are made per mile of driving. Several supervisors are replaced by one. A unified and more economical planning of routes is made possible.

The five suggestions made by the Board on installing a co-operative system come partly from systems which have succeeded and partly from those which have failed. They are intended to help merchants who are not experienced in organizing and carrying on co-operative deliveries to avoid the pitfalls which have generally been the causes of failure.

First, the Board says, particular pains should be taken to secure impartial valuation of the equipment turned over by the co-operating merchants. In some cases old harness and old wagons have been given in at figures far exceeding their true worth. A system in which this sort of practice is possible at the outset naturally works under a disadvantage.

Second, the Board suggests that merchants planning to co-operate should consider the advisability of establishing a central station where parcels can be brought and grouped according to routes, where c.o.d. collections can be turned in, and where all the business of the system can be concentrated. The central station is not desirable in all cases, but it has been found profitable in many.

The Board's third suggestion is that all details connected with c.o.d. orders be worked out with great care. This is one of the most important problems. It requires for its solution responsible drivers, a special accounting system, and a definite agreement with merchants as to when they may expect returns. Irresponsible drivers will probably mean an inaccurate crediting of customers who make c.o.d. payments, careless handling of the money itself, disputes over the amounts turned in by the driver, and trouble for the management in turning over collections to the co-operating merchants. The accounting system need not be complicated.

Fourth, there should by all means, the Board declares, be a competent executive in charge of the work. Above all things needed for the success of a co-operative system is good management.

The fifth suggestion is that when a co-operative system takes over delivery work for any merchant, under the usual plan of a flat charge per delivery, it should be clearly understood that all deliveries are to be handled through the co-operative system and that there are to be no separate deliveries by the merchant. In a number of towns the Board found that the system had failed because certain merchants had made a practice of turning over the long and more expensive deliveries to the co-operative system and using boys to deliver goods to customers within a few blocks of the store.

The Board is continuing its investigation with a view to making available still more complete and comprehensive data on the subject. It is now prepared, however, to supply advice and information in some detail to associations and individual merchants who are considering the establishment of a co-operative delivery system. Inquiries may be addressed to the Commercial Economy Board of the Council of National Defense, Washington, D.C.

Since the Board last June recommended co-operative delivery systems its correspondence has indicated a wide and growing interest in them. It is now working, either through the State Councils of Defense or directly, with business men in a considerable number of communities, in establishing such systems or increasing the number of merchants participating in those already established. While the Board's recommendation on co-operative deliveries originally referred only to small and medium-sized cities and towns, subsequent investigation has indicated that they are equally practicable and advantageous under certain conditions in even the largest cities.

The recommendation was issued as a war measure. Its primary object was to help make it unnecessary for delivery men who join the army and navy to be replaced by men who are needed in munitions making, farming, shipbuilding, railroading, mining, or some other vital industry.

Making The Perfect Paint

An Account of a Visit to the Martin-Senour Factory, Montreal—The Home of "100 Per Cent. Pure."

By Norman Mackintosh.

"WHY is a modern ready-mixed paint manufactured by the Martin-Senour Process, and 100 per cent. pure as guaranteed by that firm, so much better and more economical to use than paint mixed by the old style hand and paddle process?"

A visit to the Martin-Senour Factory furnishes the best answer to that question. In the following article impressions of an absolutely independent observer during a visit to that factory are given. But before making his tour of the factory the enquirer had a chat with the manager on the principles of the manufacture of pure and perfect paint.

New Ways Supersede Old

"To begin with" remarked the Manager, " in spite of the progress made in processes of paint manufacture, it is still the case that the average house-owner setting out to buy paint begins with a pre-disposition in favor of the old fashioned 'hand-and-paddle' process of paint mixing which old-school painters still recommend. Of course up-to-date progressive, painters everywhere have already fully recognized the time-saving quality assuring advantages of modern methods of paint manufacture. These up-to-date painters are not wasting valuable high-priced time of present-day labor in their contracts, but are purchasing Martin-Senour 100 per cent. pure paints in the large sizes, in barrels, and in 5 gallon containers instead of hand and paddle mixing their paint in the old fashioned way, and Martin-Senour 100 per cent. pure paints are being specified everywhere for the most important contracts by the best architects. And yet in spite of all this the extraordinary thing is that in these days of rapid scientific development in every branch of human industry, there should still be found amongst painters, of all craftsmen, some who are actually content to tell their patrons that the painting trade has not made the slightest advance since the days of their great grandfathers.

Noah's Way Vs. Martin-Senour's

That is exactly what the old-fashioned painter is declaring to-day when he tells the house-owner coming to him about a job of painting, that the old-style hand-and-paddle process of mixing paint is the best. The painter who says that is in effect prescribing in 1917, the identical paint-mixing plan that was in use when Noah painted the Ark! And some old-fashioned painters are actually proud of their hand-and-paddle process!

"Is it reasonable to imagine that in these days, when every other industrial and scientific process known to mankind has improved by great forward strides to higher and higher stages of efficiency and economy, the paint industry alone has stood still? Certainly not, and you have only to look into the matter of the manufacture of prepared paints on modern lines as carried on at the Martin-Senour plant, to realise that there are better, far and away better and more scientific methods of preparing paints for every possible purpose than the old fashioned hand-and-paddle process.

On One Point the Old-Style Painter Is Right

"The hand-and-paddle process of paint mixing is antediluvian, inefficient, and uneconomical, but it must not be forgotten that even the old-style painter who insists on mixing his paints by hand is sometimes right on ONE important point—PURITY.

"The fact that his methods make it impossible for him to live up to his right principle does not make the principle wrong though the process he uses is imperfect. Ask the average conscientious painter of the old school what his ideas are on the subject of mixing a first class paint. He will tell you that what he needs is PURE lead, PURE linseed oil, PURE thinner and drier, and PURE zinc, to which he will add PURE colors to suit the taste of his patron for the job. Every good painter of even the oldest fashioned school will rightly insist on the all-important principle of PURITY in paint. He will tell you that he aims to achieve one hundred per cent. purity if he is to guarantee the quality of the paint he prepares. In principle

The Montreal factory, one of the three manufacturing plants of the Martin-Senour Company in Canada.

he is absolutely right, but remember that his hand-and-paddle process is hopelessly wrong. The only way to achieve perfection in prepared paint is found in modern scientific methods of manufacture. And now, we'll have a look at the factory."

A Visit to the Martin-Senour Factory

In the brightest, most airy spot on the spacious top floor of a most modern factory on the outskirts of Montreal there begins the manufacture of Martin-Senour 100 per cent. pure prepared paint. First impression of the factory gained by every visitor is an impression of daylight, fresh air, and purity. There is orderliness and precision of system on every floor. Even the most casual observer can see that at a glance. In the case of this visit however, the observer came not to make a casual tour of the factory but to enquire closely and particularly into every process in the manufacture of Martin-Senour paint. Freely the plant and its resources down to the minutest detail were laid open before him. Guided by the expert, the enquirer made his tour, and the expert was there to answer the closest questioning on every possible point in paint manufacture. In this account of the visit the answers of the expert are quoted as well as questions of the enquirer which elicited them. Not every paint-making process can stand so searching a test, but this is the best way to tell the story of Martin-Senour prepared paint for Martin-Senour paint is 100 per cent. pure.

Row of Paint-making Mills, Martin-Senour Company, Ltd., Montreal.

Where the White Light Falls

When a poet wished to tell of the most exacting scrutiny the life of a man could experience he called it a "fierce white light". White light shows up impurity. Not the slightest impurity can lurk in Martin-Senour paint for Martin-Senour paint from first process to last is manufactured in clear white light. Up in the brightest spot on the topmost floor of the factory the writer began his inspection and learned how Martin-Senour paint is made. It was morning. Machines were busy, and men beside them. On the upright beside one of the men was pinned a piece of paper bearing certain plain bold figures and letters. From time to time the skilled workman in charge consulted this paper checking off listed items. He was following the formula of one of Martin-Senour's famous prepared paints. From first to last the formula must be followed through process after process. Test after test proves the processes till the final 'O.K.' is placed upon the product and it emerges from the factory one hundred per cent. pure.

Corner in the Printing Department of Martin-Senour Company, Ltd., Montreal

Purest Materials Perfectly Mixed

Although moving machinery must always attract attention first in a visit to any plant a most important item of equipment on the top floor of the Martin-Senour plant makes no movement to attract attention and the visitor might have overlooked it had not the expert indicated it.

"There" said the Expert "are the pipes by which the oils required are pumped from the tanks on the ground outside to the top of the factory. Here at this gauge they are measured exact to formula, and added to the lead and zinc which form the basis of all but one or two prepared paints."

A workman approached the gauge at the time, and operating the mechanism measured off accurately the supply of oil necessary for a paint then in process of manufacture.

"Is that oil tested?" asked the visitor.

"Tested!" replied the Expert. "Tested five different ways, and rejected if it should fail in the slightest degree in any of the five. Every ingredient of Martin-Senour paint is tested and proved pure. The Martin-Senour guarantee demands it."

A step farther on, the visitor paused where another workman was busily engaged.

Absolute Accuracy

"Here" went on the expert, "are the scales for weighing the dry ingredients,

Partial View of Tinting Department, Martin-Senour Company, Ltd., Montreal.

the dry lead and zinc which are in the form of the white powder you see here going into the mixers. Everything is weighed with absolute accuracy. Nothing is left to guess-work."

"These machines are the mixers then?" asked the visitor, watching the revolving mechanisms which had first attracted his attention.

"Yes, they are the first of the mixers. In them the dry ingredients are first brought in contact with the necessary oils, and thoroughly intermingled one with another."

It is here the very earliest stage of the process of paint making that the visitor gets the impression of thoroughness which never for a moment leaves his mind while watching the whole series of the Martin-Senour processes. For, remember, the mixing goes on continuously through all stages of manufacture till the paints are actually in the cans ready for shipment.

Paint Paddles Busy for Hours

To watch the first series of mixing machines at work is a revelation to the man who has ever been under the impression that the old fashioned 'hand-and-paddle' method of paint mixing is thorough. If one wooden paddle stirred around for a number of minutes by the gradually tiring arm of the old style painter can pretend to 'thoroughness' in mixing paint, then what must be said of the thoroughness of eight scientifically fashioned blades revolving steadily for from four to six hours without stop and bringing the dry ingredients and oils of prepared paint in its first process of manufacture to a perfectly smooth and uniform consistency? These persistent mixers with their eight blades each, form only the first of the series of machines that make paint in the Martin-Senour plant.

Modern Efficiency

"How many revolutions a minute do they make?" asked the enquirer.

"For the colors seventy-five revolutions: for white about a hundred." replied the expert.

And the enquirer thought of the poor tired arm of the old style painter with his hand-paddle, and smiled a pitying smile. For how can the hand-and-paddle method ever begin to cope with the thoroughness of such machinery?

Yet the first thorough mixing is not enough for Martin-Senour paint. A second and even more thorough mixing process must be undergone before the perfectly intermingled ingredients proceed to the grinders to undergo the most thorough process of all. In the second mixer the blades revolve as steadily as in the first, and the paint after such careful mixing finds its way slowly and steadily downwards to the grinders.

Slowest, Most Thorough Process Of All

Patience is a necessary virtue especially in paint-making though it can be shown in the Martin-Senour plant that even with infinite patience, infinite thoroughness, and infinite accuracy in every detail a marvellous speed in production may also be maintained. But to look at the grinders in process of paint manufacture in the Martin-Senour plant impressed the enquirer with no idea of hurry, no impression of speed, but only a great certainty that wherever grit may be found in the vicinity of the Martin-Senour plant it is certainly not present even in the most infinitesimal particle in Martin-Senour paint.

Diamond Hard Grinders

For these grinding mills grind slowly, but they grind exceeding small. No hand method ever devised for making the mixed ingredients of paint smooth could ever produce such smoothness of texture as these Martin-Senour grinders achieve. They grind hard and grind steadily and they do not spare their wearing parts. The grinding faces are made of the hardest stone known short of diamond itself, and the paint has to find its way through between the grinding faces in a film so thin that a fly's wing could not pass through uncrushed.

Fires and Kettles in the Varnish Works of Martin-Senour Company, Ltd., Montreal.

Special Tools Used

There are grooves chiselled in the surfaces of these grinding stones, and such is the adamantine hardness of the stone that only the most perfectly tempered tool-steel chisels are of any use in cutting the grooves anew when they have become worn after constant use. The re-tempering of these steel chisels for use in the repair shop of the Martin-Senour plant is a source of particular care, and the securing of steel of the proper quality has been amongst the serious problems of the plant and its executives since the war.

Paint Smooth As Velvet

When the paint emerges in a tiny trickle in what is known as the "paste-form" it is smooth as ivory, soft as the finest silk, a velvety substance tempting to touch. In the paste form it may be collected and packed in barrels or drums for use by painters who purchase their paints in this form, but in the paste form it is still far from being Martin-Senour Prepared Paint. There is still further mixing in front of it.

Importance of the Basic Tank System

To the paint in the paste form there have to be added the thinners and driers, and the tints if the paint be a white base tinted paint as so many of them are. Special separate grinders for the tints operate on the floor beside the main grinders, and the thinners and driers are pumped from their storage tanks to the point where they can be accurately measured, tested, and most conveniently added to the paste-form paint. From here they proceed to the basic tanks, and in these tanks in the Martin-Senour plant is found a feature of modern paint manufacture that makes for thoroughness of mixing coupled with rapidity of delivery to the customer with a rush order, a truly unusual but most acceptable combination of excellences. Perfectly treated with the thinners and driers, the paint flows smooth as velvet to the basic tanks.

Still Mixing

Within the tanks paddles revolving in direction opposite to that of the previous mixing blades take care of the mixing of the paint thoroughly with thinners and driers. Because by means of these basic tanks large supplies of paint practically ready for shipment can be held in perfect condition from day to day, the Martin-Senour plant is able on the very shortest notice to ship very considerable orders the same day as they are received even when special tints are called for.

Same Day Delivery

The expert gave a practical illustration of this.

"In recent instances of paint orders for large institutions," he said, "special tints have been specified, but we have been able to ship complete orders involving from three to four or five thousand gallons of paint in a single day from the Martin-Senour plant. Some firms would require weeks to do that kind of thing. It is a matter of hours with us."

A Row of Tanks in Varnish Works, Martin-Senour Company, Ltd., Montreal.

Speed Plus Economy

Quite evidently the basic tank system makes for speed—speed which never for an instant interferes with the thoroughness of the processes of making 100 per cent. pure and perfect paint. There is economy in the system also, economy in manufacture which means economical quotations for the paint consumer.

Still more vividly the visitor realized that no expense, no trouble, had been spared in the purchase of time and labor-saving machinery, that not even the smallest detail had been over-looked in equipping the Martin-Senour plant, making it without doubt as far as paint making is concerned the last word in modern factory economy and efficiency.

The Filling Tank—Still Mixing—The O.K.

From the basic tanks the paint is pumped to the filling tanks, and at this point receives the final O.K. Within the filling tank there are also revolving paddles, and these reverse again the movement of the paddles within the basic tanks. Thus the process of mixing the ingredients thoroughly goes on from the very first stage to the very last since it is from the filling tank that the paint runs into the cans which are afterwards capped and labelled with the famous 100 per cent. pure label which is inseparable from the name of Martin-Senour on the can.

Absolute Purity Alone Passes

But, and this is an important 'but' —not one drop of prepared paint can leave the filling tank for the can that conveys it to the consumer without first having the final and all important "O.K." attached. This final O.K. represents the sum total of all the series of tests which the Martin-Senour Laboratory staff have steadily been carrying out upon each batch of paint as it goes through the process as described. The final O.K. slip is printed in red, and must bear the names of two thoroughly competent experts before the paint is passed.

A Double Check

Even if the first name signed upon this slip should be that of the head chemist, the O.K. is valueless until the second name is attached showing that two experts have made the final test independently. It costs something in care and precision to place the Martin-Senour guarantee and the words "100 per cent. pure" upon a can of ready prepared paint.

About the Laboratory and the Tests

The processes of manufacture of Martin-Senour paint have been described. But how is the Martin-Senour guarantee of purity maintained throughout those processes? It is maintained by unceasing vigilance on the part of experts trained to the limit in their profession, and by the conscientious care of skilled workmen whose reputations are wrapped up in the reputation of the paint they help to produce. There are two distinct laboratories in the Martin-Senour plant. One the physical or mechanical laboratory contains miniature mixers, grinders, and tanks, a regular little paint manufacturing plant and here the formulae are tested in practical manner. Here also are tested the results by actual application of

Partial View of Lead and Putty Department, Martin-Senour Co., Ltd., Montreal.

paints to woods or metals and tests of the conditions to which they are to be exposed whether out-door or indoor, above water or below water as the case may be. Then there are the standard samples kept in sealed cans, and some of which have been held for ten years or more with absolutely not one trace of alteration of color, tone or of deterioration.

Years Make No Difference

Every new making of a standard paint is tested by comparison with one of these standard samples so that if a customer ten years ago had ordered a certain number, and wished to re-order after all that lapse of time, he would get exactly the shade and quality of paint that he had purchased previously.

These physical tests are applied to every paint manufactured in the Martin-Senour plant, and the spreading power, color, drying quality, and adhering quality of all paints made in the factory are tested and proved satisfactory before shipment is made.

Within the chemical laboratory there are appliances of the most delicate nature for the absolute testing of every ingredient used in the manufacture of Martin-Senour paints. Oils—especially linseed oil which is "the life of the paint" are subject to as many as five tests, and if only one test of the five reveals the slightest fault that oil is rejected from place in the manufacture of 100 per cent. pure paint. In the chemical laboratory also are tested samples of the paints that may have been long in storage, thus assuring that any Martin-Senour paint that leaves the factory is beyond reproach, tested, tried, and proven 100 per cent, pure.

All Other Lines Equally Excellent

In the short space available for this article it is impossible to tell all that the visitor saw and investigated in the course of a morning spent in every department of the great factory. But during the investigation he saw and examined in all processes of manufacture many other examples of the numerous lines of Martin-Senour paint trade products. Floor-paint, Porch paint, Boat paint, Marine paints, Carriage and Auto, Wagon, and Implement paint, Roof and Bridge paint, all are manufactured strictly according to the same unerring standards of accuracy.

From the top floor to the filling tanks the enquirer followed a special order of Red School House paint for a school in Nova Scotia. If the pupils who throng to such buildings and pursue their studies under the protection of Martin-Senour paint can only draw from the honest ruddy face of that excellent product the inspiration to thoroughness and purity which pervades every ounce of it, there will be little fear for the future of Canada! Master painters' green also was in process of manufacture, and the expert pointed out that the reds and greens differ in basic material from the white-base paints, but proved also to the hilt that they do not, and cannot differ in purity and excellence for their purposes.

Neu-tone, Wood-lac stain, Wood-dye Ornamental varnish stain, and Concretone, the fillers, and the fine enamels all are manufactured by the Martin-Senour method in manner beyond shadow of doubt. The white light of day floods the factory: most searching investigation fails to find fault or flaw in the products turned out.

Martin-Senour Varnishes

It would take a chapter to describe the processes of the manufacture of Martin-Senour varnishes which are prepared in a modern varnish-plant apart from the main factory building. Here the costly gums brought from the ends of the earth are stored and reduced by fervent heat in great cauldrons to the consistency required. Blended by experts, tested to the limit of scientific accuracy, agitated, and aged over long patient periods in fast-sealed tanks, they are, when finally passed as worthy of the Martin-Senour Guarantee, filled into cans, or pumped by a modern electric pump to the exact point in the factory where they may be needed in the preparation of a special line of goods. In the varnish cauldrons the temperature at times runs up to a thousand degrees Fahrenheit, and the men handling the work wear great asbestos gloves. There is danger of fire in the varnish factory where such high temperatures prevail in the processes, but modern scientific precautions protect every process, and ensure perfection in the product.

That's why Marble-ite (floor finish), Varnoleum, Finest Interior and Durable Spar have become trade names synonymous with highest quality and equal in reputation to Martin-Senour 100 per cent. pure paint.

Price of Perfection Gladly Paid

That it costs money in these high-price days to maintain the Martin-Senour guarantee in every detail has been indicated. But how many paint-dealers, and consumers of paint realise fully just what the maintenance of the Martin-Senour Guarantee means? It means that though the cost of every ingredient of paint and painters' lines has advanced to unprecedented levels of price since the war began, the splendid qualities of Martin-Senour paints and paint products have not been allowed to vary one iota though manufacturing costs have climbed, and manufacturing profits have dwindled.

Meaning of M. S. Guarantee

It further means that while other makers of paints which carry no guarantee have the advantage if they choose, to make use of many an easier priced inferior substitute in the manufacture of competitive products, the Martin-Senour Company must use, and does use, only the real and pure raw materials no matter how much they may cost. It means in fact to-day, as it meant before the war, that Martin-Senour paints and paint products one and all, are absolutely the best and most perfect in purity and utility for their purposes that

it is possible to make. That is the meaning of the Martin-Senour Guarantee.

Stands Test of Use

That is why it has been maintained and will be maintained on every can, war or no war. For the war will end, and after the war is won business will go on by strides and bounds. Experience in use is the only paint test the people who use paint can go by; and the people who use paint must more and more fully realize by experiment and by experience that IT PAYS TO USE MARTIN-SENOUR 100 PER CENT PURE PAINT.

Superb Service Department

Although this article deals most particularly with the process of making paint, it would be a pity to conclude without giving the reader just a glance at the exceptionally thorough organization of the Martin-Senour service department maintained to give wholehearted and practical help to the dealers who handle the many Martin-Senour lines and reap easily earned and excellent profits by selling them to satisfied consumers. This service department with its printing presses, paper stores, and modern appliances for producing all manner of dealer-aids in the way of advertising literature, and display devices, is a revelation even to minds accustomed to modern methods of publicity. There is nothing the dealer can possibly require, from a color chart to a complete catalogue; from a counter sample set to a complete campaign of paint-publicity, which the Martin-Senour Dealer-Service Department cannot and will not readily supply. Even letter-heads for the dealer, and order books for use in his business are supplied. The series of advertising devices to aid sales is full of variety and fascinating, compelling persuasive power. To enumerate even a hundredth part of the various dealer-aids which the Martin-Senour Service Department supplies would take another article in itself.

Dealer-Agents Gladly Aid

It would be unfair to omit to mention the splendid co-operation which the Martin-Senour Co. has received in the distribution of its products through its thousands of dealer-agents who are located in every city, town and village throughout Canada. These dealers represent the most aggressive class of modern merchants who realize that quality brings them repeat orders and who have pinned their faith to Martin-Senour quality. It is not an exaggeration to say that they are the largest distributors of paints to the consumer with whom any manufacturer can claim relations. The expanding sales of the Martin-Senour company from year to year give proof of the growing knowledge on the part of the Canadian paint user that Martin-Senour 100 per cent. pure paint, the paint for wear and weather, is the most economical and lasting for the Canadian climate.

Publicity a Strong Point

The policy decided upon and strictly adhered to by the Martin-Senour Co., at the out-break of war was in no way to restrict or curtail the extensive advertising and sales promotion campaigns which it has been their custom to carry on. The company realized that during these abnormal times, the dealer was in need of stronger support than ever, and despite the increasing cost and difficulty of securing supplies on many lines of display materials, the policy decided upon was pursued and extended. Publicity campaigns of a stronger nature and more far reaching were put into execution. The facts regarding Martin-Senour quality and service were presented through the largest list of publicity mediums ever used by a paint firm in Canada. These advertisements were conspicuous enough to dominate the pages on which they appeared and without doubt reached every possible paint consumer in Canada, thus influencing trade to the stores of the Martin-Senour dealer-agents.

Consumer Demand Stimulated

In addition to this publicity campaign the strongest features of interior and exterior displays have been generously supplied. Direct to consumer campaigns have been an especially strong feature of Martin-Senour sales promotion work. Ripe plum follow up letters to paint users who might be building or making alterations to premises in localities of dealer-agents have also been used with great success.

Strictest adherence to the policy of the maintenance of highest quality together with this aggressive advertising policy has assured an ever expanding business for the Martin-Senour line even during these years of stress and business uncertainty.

Coast to Coast Service

To facilitate distribution the Martin-Senour Company maintains a coast to coast service with fully equipped factories at Montreal, Winnipeg, and Vancouver, and distributing branches at Halifax and Toronto. At every point there is maintained up to the minute a complete stock of every product of the firm's manufacture, which means that it is possible for any dealer-agent in any part of the Dominion of Canada to obtain at a few hours' notice a supply of any of the famous Martin-Senour products. Little wonder that with such paint, and such service behind every gallon of it, live dealer-agents everywhere realise that MARTIN - SENOUR PAINTS AND VARNISHES ARE THE EASIEST AND MOST PROFITABLE TO SELL.

Store Room and Packing Department of Martin-Senour Company, Ltd., Montreal.

THE CLERKS' DEPARTMENT

HOLLAND, WRIGHT AND LEWIS, MEN WHO WIN WARS

Sketches of American Inventors Who Have Added to Scope of Warfare and Their Inventions.

THE United States has provided many of the mechanical devices which have served to make warfare so all-embracing. It is owing to American inventiveness that warfare is now carried on in the Heavens above and in the waters under the earth. H. Thompson Rich tells in *The Forum* of the men who were behind these inventions, dealing rather with the invention in each case than with the men themselves but supplying nevertheless some interesting material with reference to them.

J. P. Holland designed the first successful submarine, over in Paterson, New Jersey, amid the clatter and roar of silk factories; and after a long struggle, he finally won the support of Isaac L. Rice, the financier, who backed the project and saw it through. The result was the Holland, launched in 1900.

This craft, by its successful performance, won quick favor abroad. England, France, Russia, Japan, and Germany immediately began laying plans for Holland-type boats. The United States was the only large nation that held back. Here was a weapon that could cruise like a battleship, dive like a fish, and rise suddenly to deliver a death-blow at some unsuspecting enemy. But Uncle Sam refused to acknowledge its possibilities, during all the years that Europe was eagerly taking it up. What few under-surface boats our Government did acquire were more for experimental purposes than anything else, and utterly inadequate to the task of helping defend our 3,000 miles of coastline. Yet our manufacturers during those years were turning out quantities of submarines for foreign governments, craft unexcelled anywhere in the world. The Submarine Boat Company recently built ten submersibles for a European Power, of a type in advance even of Germany's latest U-boats.

By the time the war came, Europe had over 400 submarines, all up-to-date; while we had but 27, only nine of which were modern. Now, after three years of it, with the demand for these craft far greater than the supply—which is enormous—heaven alone knows how many submarines are in commission abroad. The Central Powers are authentically reported to have over 500, and it is well known the Allies are not far behind them. Yet in those three years of fiery experience, Uncle Sam has not added over four boats to his sub-surface fleet—and more than that number have been wrecked or scrapped. So as far as submarines are concerned, we are worse off than we were in 1914.

The fact that the Government has ordered 38 of these boats to be built at once, and that there are something like 77 more under construction, is promising. But getting them built is quite another matter. With the major portion of the big naval program not even under way; with the immediate and pressing need for 1,000 merchant ships confronting our builders; with structural steel at a premium,—with these and other gigantic problems of quick preparation for war to face, it is seen at once that the manufacturer is up against a stiff proposition. The fact that we should have begun three years ago does not help us now. We have **got** to build these boats, no matter what obstacles stand in the way. Moreover, we have got to build many more like them in the next couple of years. The foremost naval authorities have shown that we need 300 submarines to properly wage this war.

Of all the weapons that went into the great world struggle, the submarine entered most clouded in doubt. It was a dark horse. But like many another dark horse, it has come through a winner. Those who had their money up on it wear broad smiles. Those who were afraid to bet are going around grumbling. Europe put her money up and won. America kept her money in her pocket. It is not hard to guess who is doing the grumbling.

Aeroplanes.

Consider aeroplanes for a moment. These, too, are an American invention. Everyone has heard of the Wright brothers, of their early experiments with kites and gliding machines at Dayton, Ohio, and of their further experiments at Kittyhawk, North Carolina, where they actually flew.

The Wrights were patriotic Americans. They offered their invention to the Government, just as Holland had done. And as in his case, Washington rejected the idea. Then, after a hard fight for funds, they built two or three more machines and went to Europe. That was in 1908. In the same year, and in the early part of 1900, flights of so successful a character were made that the French Government became interested. The brothers then returned to America, and again offered the United States authorities the idea. This time they were successful. Uncle Sam, having been "shown," turned around and bought back from France the basic patents of the machine, and it was officially adopted by the Government.

But having something adopted and getting Congress to appropriate funds for construction are two entirely different things. Up until 1914 we had less than 100 planes, while Europe had over 1,000 and was acquiring more at the utmost capacity of her factories. Once again, Europe had picked a dark horse. Once again, America had kept her money in her pocket.

American manufacturers had not been asleep though. Ever since and even before the war broke out, they had been busy developing new ideas in engines and planes. The Wright-Martin Aeroplane Company recently delivered 450 Hispana-Suisa engines to France—a type developed right here in the United States, that is the equal of any aeroplane engine made. Moreover, some of the very latest British and French models, capable of making over 150 miles an hour, were designed in this country.

Machine Guns.

Then there is the matter of machine guns. We have enough of the heavy Benet Mercie types. It is the light, air-cooled, 600-shot-a-minute Lewis model that we need. General Sir Douglas Haig, David Lloyd George, and many others have come out openly and said it is the best gun in the world. And the war has proved that they are right. Over 80,000 are in use on the Western front alone, and have been one of the dominant factors there.

The Lewis gun, too, is an American invention. Colonel Lewis, in 1911, brought a hand-made model to Washington and exhibited it. It proved a revelation, yet nothing happened. He then went away and built four complete guns, at his own expense. These he brought to Washington and exhibited in 1912. A number of remarkable performances were made before the Secretary of War and officers of the Army, the gun firing United States service ammunition. A little later, an equally remarkable showing was made at the Signal Corps Aviation School at College Park, Maryland, when the gun was fired from an aeroplane in flight. This was the first time a machine gun had ever been so fired from an aeroplane.

After these tests, Colonel Lewis formally presented the gun to the Board of Ordnance and Fortification. And once again, as in the cases of Holland and the Wrights, the Government rejected an American invention that was afterwards to find recognition in Europe and return to us with the laurel of foreign praise.

When Colonel Lewis went abroad, in January of 1913, he took with him the four guns he had made for Government demonstration. These guns found instant favor on the Continent, and among other triumphs, Belgium took them up and the Armes Automatique Lewis was formed. This company immediately undertook the manufacture of the American gun at Liege. But the work was soon removed to the Birmingham Small Arms Company, England, where operations were begun on a large scale.

When the war came, practically the entire capacity of the Birmingham plant was turned over to making Lewis guns. And the British Government, with both Lewis and Vickers factories open to them, have produced at least six times as many Lewis as Vickers guns. In fact, the demand for this gun has been so

(Continued on page 51.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BELT-OL

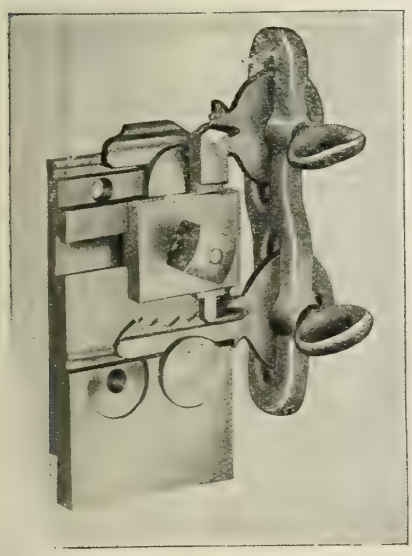
The U. S. Sales Department of E. R. Senn & Company, New York, N.Y., is now located at 52 Vanderbilt Ave. This company manufactures "Belt-Ol", a scientific oil previously manufactured in Europe which it is claimed increases power transmitted by leather belt drives from 3% to 28% by test.

The "Belt-Ol" sales plan is directed to the dealer for the handling of can orders in territories where experienced mechanical salesmen are canvassing. The "Belt-Ol" advertising helps for dealers are to include an attractive series of mailing folders, offering a testing sample can of "Belt-Ol" with direction cards for making an exact test for more power by the consumer himself.

HARRISON KEY FILING MACHINE

Harrison & Co., 89 New St., New York, have recently perfected the Harrison Key Filing machine with which it is claimed one can make Yales, Corbins, Lockwoods, Russell and Erwins, Norwalks, Readings and every known pin tumbler key.

In using this machine full directions are given which emphasize the necessity of good light and every care must be exercised to insure accuracy. The manufacturers claim that by following directions it is impossible to make an imperfect key.

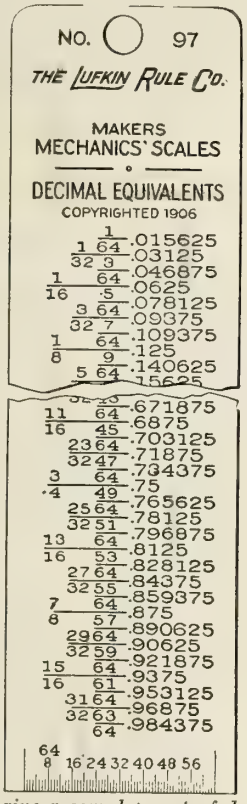


The New Harrison Key-Filing Machine.

Included with each machine is one improved clamp, one angular and one round gauge pin.

MECHANIC'S READY REFERENCE TABLE

It is claimed that information needed at every turn in the day's work of machinists, toolmakers, etc., is brought together in most convenient form on a reference table just put out by The Lufkin Rule Company of Canada, Ltd., Windsor, Ont., manufacturers of complete lines of rules, scales, measuring tapes, etc.



This side give a complete set of decimal equivalents of fractions and at the foot an inch graduated to 64ths.

To be most suitable for carrying in the mechanic's pocket, this article, known as No. 97, is made of flexible spring steel, 1 7/32-in. wide and 6¾-in. long. On one side appear machine screw tap sizes, each followed by tap drill size number and its decimal equivalent, and the corresponding body drill size number and its decimal equivalent, commonly known as the outside diameter size. On the opposite side of the scale is a complete set of decimal equivalents of fractions, and at the foot an inch graduated to 64ths.

It has good, legible figures throughout, so can well be used when hanging at the bench or machine. Being in steel, the article is durable and will not soil, and covering in one both decimal equivalents and tap and drill sizes, reference to two tables, as is now customary, becomes unnecessary, which is a decided advantage. No. 97 will be recognized as a time saver and a practically designed article for its use. Circulars, etc., of this new article are to be had on request to the manufacturers.

STOVOIL

Stovoil, which is turned out by the Superior Laboratories, Grand Rapids, Mich., is claimed by the manufacturers to be a high-grade preparation which performs four operations in one—removes and prevents rust or oxidization, cleans and polishes. It is applicable to any metal surface including iron, steel, brass, bronze, nickel, copper and silver. Its action upon the metal, after removing rust, is to form a very thin polished protective coating over the surface, hermetically sealing the pores of the metal and rendering it impervious to the atmospheric elements as well as moisture in any form.

It is claimed that Stovoil is absolutely clean and dries completely in twenty to thirty minutes when applied according to directions.

The manufacturers lay special stress on the adaptability of Stovoil to stoves as it withstands excessive heat. It is claimed that ranges, coal stoves, gas, gasoline and kerosene stoves, in addition to stove pipes and fittings can be preserved to at least twice their ordinary life by its regular use.

Showing style of package of Stovoil.

Stovoil is put up in four-ounce bottles for household use. Full directions are included with each bottle.

WHAT OTHER PAPERS SAY

STAINLESS STEEL AND CUTLERY

From The *Ironmonger*, Sept. 15, 1917.

The regulation of the Ministry of Munitions prohibiting the manufacture of stainless steel for cutlery, referred to in our issue of September 8 (p. 49), has been circulated by post to the steel manufacturers, and has not been published in the usual way in the *London Gazette*. The Order, which is dated August 31, is as follows:

> "In view of the difficulties in getting supplies of ferro-chrome I am directed to inform you that from the above date the use of the same in connection with the manufacture of stainless steel for cutlery purposes is prohibited. Ferro-chrome must only be used in connection with high-speed, crucible carbon steel and alloy steel, and in the case of the latter only where a priority certificate or other permit number has been obtained which will warrant the manufacture of the steel in question.

As will be seen, the prohibition relates only to stainless steel for the cutlery trade, and, therefore, such steel can still be made for other uses providing that these are connected with the production of munitions of war. That such uses exist is not generally known, but it appears that the material in question has proved extremely valuable for various engineering purposes. Apart from cutlery, steel rendered stainless or rustless by the employment of chromium in its composition is likely to become a big factor in the engineering industry of the future.

Although the cutlery trade stands to lose heavily by the effects of the embargo, its members have received it in a philosophic spirit, as they understand that the supply of ferro-chrome at present available is scarcely sufficient for the manufacture of munitions and other military equipment. They are not disposed, therefore, to grumble at a step which is necessary for the prosecution of the war. One or two makers are considering the advisability of suggesting to the authorities that the regulation might with advantage be relaxed so far as the export trade is concerned. The quantity of stainless cutlery on order for the Dominions represents a considerable sum of money, the cost of such cutlery being double that of the older kind, and as the buyers would not be satisfied to take the latter as a substitute, the prohibition must entail a substantial loss of business at a moment when the maintenance of export trade is a matter of vital importance. A large proportion of the overseas orders are from people who have not waited for their present stock of knives to wear out before endeavoring to avail themselves of the labor-saving advantages possessed by the new kind.

It is to be feared that the manufacture of stainless knives will cease very soon for want of steel, unless the regulation be modified. There may be some steel in stock, but the quantity is unlikely to be considerable, as most of the makers have been for some months delivering hand-to-mouth supplies to the cutlery makers, and the demand has exceeded output for a much longer period.

The subject of the prohibition was brought forward at a meeting this week of the Sheffield Cutlery Manufacturers' Association, when a statement was made giving the reasons which induced the Government to adopt such a drastic measure. Those present agreed that the Government case was unanswerable, and consequently there was no proposal that the trade should seek for a modification of the order, although several members expressed a hope that some concession might be offered with the object of preserving the export trade in stainless cutlery. It was shown that there is a scarcity of chromium, and that the manufacture of munitions calls for a larger supply of steel containing that alloy—which is practically the same steel as used for cutlery—than can be produced at the present time. The prohibition will not be felt so severely as it might have been, because the makers of the steel have been reducing their deliveries to the cutlery trade for a long period, and some orders are months in arrear.

BENEFITS OF GETTING TOGETHER

From *American Artisan*

There was a time in this country when merchants selling the same class of goods were as willing to work together for the common welfare of the trade as a sheep-killing dog is to associate on terms of loving kindness with a flock of lambs. Each was as wary of the other as a pair of strange mountain cats. The more the neighborhoods in which they did business overlapped, the less likelihood was there of any exchange of brotherly courtesies in the management of their stores. The thought never occurred to them in their most extravagant dreams to give their fellow merchants the benefit of any improvements which they had worked out for the gainful handling of business. Individualism was in the ascendant. They viewed with jaundiced eyes the introduction of the ways of democracy into the marts of sale. They were still under the thrall of mediaeval traditions. It was competition to the knife, with thumbs down for the vanquished. The very idioms of the time reflected their spirit. When one wanted to express the idea that two persons were at loggerheads, one simply quoted the familiar proverb, "Two of a trade never agree," and forthwith one's meaning became as clear as the noonday sun.

Happily for our age, few traces remain of that old attitude of "every man for himself and devil take the hindmost." From this it must not be concluded that the present generation of dealers has attained a loftiness of purpose not known or practised by the retailers of other days. Human nature does not change in so brief a stretch of time as a century or two. High-mindedness, doubtless, was quite as much in evidence then as now. The difference must be attributed rather to basic shifts in the processes of production and distribution than to any fundamental alterations in the substance of heart and brain.

Economic interdependence has grown so complex with the development of the factory system that we have all become necessary to one another. Co-operation, expressing itself in reciprocity of ideas and plans, is the natural outcome of modern commerce. National trade associations, state organizations, community groups, and neighborhood clubs are so many manifestations of the new order of things. Retailers engaged in the same line of business have discovered that they can help one another without loss of profit to themselves individually. They can meet in free discussion of merchandising without their backs to the wall. Though each brings something precious to the group, yet he can take away with him the combined contributions of all without diminishing the sum of ideas and suggestions which constitute the wealth of the organization.

The dealer who neglects joining the retail hardware association of his state and who fails to take an active part in the business clubs of his neighborhood is losing advantages which his fellow merchants are coining into dollars and cents. In a multitude of counsel there is wisdom. By consorting with other retailers in a general body of the dealers of his locality, he learns how to profit by the experience of others; how to strengthen his selling forces; how to improve his store methods; and how to increase the percentage of his collections. Uniting with the men of his trade he acquires information and help whose value will soon begin to appear on the pleasant side of the ledger. He need have no fear that competitors are waiting to pounce upon him and strip him of his customers. The fact is that competition is practically limited nowadays to questions of service rather than of price. There is more than enough prosperity for all. Its even distribution is made possible by co-operation, not by merciless rivalry and commercial piracy.

WHERE OPPORTUNITY BECKONS

From *National Hardware Bulletin*

In the older sections of the country there are hundreds of farms whose productivity is anywhere from poor to almost nil.

The original owners following old fashioned methods, worked the land to the limit as long as it would produce anything, then moved on to repeat the process, perhaps two or three times in the course of a single lifetime. Such farms went practically without buyers for years, but a change has come about.

Here is a case typical of the change, a Hollander with little capital, rented a few acres considered about the poorest of the many poor acres on one of these farms. His choice was through necessity, but within three years time those few acres were blossoming as a rose and to-day the former renter owns the farm; the scientific knowledge of agriculture which represented most of his capital at the start enabled him to prosper where the original owner had given up the farm because he could not make a living under the farming methods employed.

Now the towns and villages can and do become played out, or dead from causes identical in principle to those which are responsible for the run down or abandoned farm.

It is gradually coming about that men of good business training are finding such towns real fields of opportunity as are the worn out farms of the east to the Hollander and thousands more like him.

It has taken a good many years to awaken to the fact that a town which has become a dead one can be resuscitated and made a better one than ever by a few business men equipped with the proper push and knowledge of business.

It is true that mail order competition and other economic changes are making it more and more difficult for the merchant in the small town to make good by means of the same methods employed by his predecessors, but those who have adjusted their business to meet the changes as they occur are not only making good, but are achieving even greater success than their fathers.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE past week has been one of interesting developments so far as price changes are concerned. Important commodities of the hardware trade have undergone numerous changes. Electrical goods of various kinds have been increased in price in a number of instances, while in other cases slight readjustments downward have been made. Flashlights, cycle lamps, electric hand lanterns, trouble lights, cigar lighters, sockets, switches, carbon candelabra lamps, meters, electric stoves, toasters, boudoir sets, irons and ovenettes are lines that have been changed in price. Bicycles have registered a 10 per cent. increase in price and prices on bicycle accessories are now in process of revision with the intimation made that prices in many lines are likely to be higher. Automobile tires are holding steady in price, but manufacturers in some instances will guarantee prices no further into the future than December 1. Among the other lines of hardware that have advanced in price are stove polish, apple parers, saw sets, thimbles, egg beaters, wedges, cobblers' lasts, draw knives, lamp and lantern burners, rivets and burrs. Cotton waste is in firm market with strong probabability of an advance in the not distant future. Galvanized sheets were in weaker tone with lower prices quoted in some quarters. The market for future linseed oil is weaker, but spot oil is somewhat scarce, owing to the difficulty of getting flaxseed. Turpentine is in firmer market with advances recorded in some quarters. A decline of 50c per hundred pounds was registered in white lead in oil. Glass market is firm with intimations that advances may take place in the near future. Hardware business is reported very good.

MONTREAL MARKETS

MONTREAL, October 11.—Hardware markets are steady in tone in the city and district at present. The decline in white lead in oil of date of writing, the second in two weeks, is important, and due to the lower ingot lead market. An advance has taken place in the wax by-products of the petroleum refining industry—Parawax for instance. Certain small shelf goods lines have been adjusted in price. The manufacturers in conference with the wholesale hardware men at the recent convention pointed out very clearly that there are good reasons for believing that prices will remain steady for some time and will not decline in many hardware lines. With the United States securing 5 years' supplies for the army, shortages of materials, delays in deliveries, and the fact that manufacturers have little or no stock ahead of demand now existing the prospects are all towards steady prices.

Some Lines Of Shelf Goods Altered

Montreal.

SHELF GOODS, ETC.—Matters are still a good deal quieter as regards change list movements in shelf goods, and heavies also. Some points of note are however, to be recorded this week.

Stove Pipe Wire Up

New prices on stove pipe wire have been announced, No. 18 is now $8.25 per 100 lbs., and No. 19 is $8.75 per hundred pounds.

Bread-Makers Up.

The 4 loaf Universal bread-maker is now quoted at $29.50 per doz. or $2.50 each by wholesale hardware dealers. The 8 loaf size is $34.00 per dozen or $2.95 each.

Food Choppers Advanced

Quotations for Universal food choppers are as follows for Montreal and the Eastern district. No. 0, $13.55 per doz.; No. 1, $16.80 per doz.; No. 2, $20.75; No. 3, $28 per dozen.

Iron Rivets

Discount announced for iron rivets burred, black, tinned and coppered is now 15 per cent. off.

Market For Nails And Wire Unchanged

Montreal.

NAILS AND WIRE.—There have been no changes in the market for nails and wire this week. Standard steel wire nails are quoted at $5.50 base, and cut nails at $5.75 base. The base price for wire remains at $6.50 per hundred pounds. As mentioned in special panel last week, the decision reached on the question of U.S. poultry wire netting has made the discount 15 per cent. off list on Canadian and 10 per cent. off on U.S. netting.

Iron And Steel Lines Steady

Montreal.

IRON AND STEEL.—No changes are announced in the market prices of the various lines of iron and steel required by the hardware trade generally, and there have been no hints of possible changes in the immediate future. Demand for iron is quite active, and there are always scarcities of certain lines which have been diverted to war purposes, or the manufacture of which has been held back by exigencies of war. Quotations remain as below.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

No Let-Up In The Plate Difficulties

Montreal.

SHEETS AND PLATES.—There are no further changes in the quotations for the various lines of sheets and plates, but the prices mentioned for such excessively scarce lines as tin and terne plates, and Canada plates are really only nominal as where good demand for these exist and stocks are at all discoverable, higher prices are asked and paid of necessity. The market is about bare of tinned iron in the large sheets usually imported from Great Britain. The wholesale trade of Montreal which has been hoping against hope for some meagre supplies of this from Britain in spite of the war caused restrictions, begins to despair of getting any more of the British product. Manufacturers over there faced with the necessity for getting first a license to manufacture and then a license to export, and always the many times proved guarantee that the material is required for some essential purpose such as munition making, have at last announced the cancelling of

contracts as it becomes no longer worth while waiting. A prospect exists that galvanized sheets may be revised to easier quotations before long.

MONTREAL—	Montreal, 100 lbs.
10 gauge	$12 50
12 gauge	12 60
14 gauge	11 15
16 gauge	11 25
18-20 gauge	11 30
20-22 gauge	11 35
26 gauge	11 40
28 gauge	11 50

Demand For Stoves Is Keeping Up

Montreal.

STOVES, RANGES, ETC.—The market for stoves and ranges remains unaltered in general tone from conditions of the past week. There is good demand for the heaters. Especially good demand is noted for coal oil burning heaters, and incidentally also for the many new lines of electric heat radiators to switch on to a lamp socket. High cost of coal is believed to have caused a demand for these to save fuel in the chilly fall days not yet cold enough to demand full furnace strength. Quotations for stoves, ranges, and most lines of heaters are steady. Some adjustments of price might take place towards the end of the month, not necessarily advances though in some cases possibly so. Sheet metal is still very, very scarce, and this may affect some lines. Enamelled ware, and tinware are still steady in price however.

Interesting Advances In Oil By-Products

Montreal.

GASOLINE, ETC.—There are still hints, but only hints, of probable forth-coming advances in gasoline and coal oil. The condition of market for crude oil is certainly firm and getting firmer. But with the great and growing need for gasoline and all the products and by-products of petroleum in its refined state, industrial science is continually devising methods of getting more out of the raw material and a recent news-item suggests discovery of a chemical process to multiply greatly the amount of gasoline recoverable from crude oil. Advances in certain waxes which are by-products of the gasoline and coal oil refining industry are taking place this week, the advance of a cent a pound on Parawax and the wax for candles being important to the retail hardware trade. Gasoline still quoted at 32½ cents per Imp. gal. and coal oil Royalite 17 cents, and Palacine 20 cents per Imp. gallon.

Rope Market Firm And Still Steady

Montreal.

ROPE.—There are no alterations this week in quotations for rope but the market continues very firm, and with all likelihood of further advances rather than reductions in prices while the difficulties affecting importation of Manila hemp and sisal continue. Demand for rope is however, at a low ebb just at present, though the recent advance following consistent accounts of the conditions bringing it about as given in HARDWARE AND METAL has stimulated demand where supplies are required for known future needs. Prices are shown in current quotations.

Lead Pipe And Sheets, Etc., Down

Montreal.

LEAD PRODUCTS.—The market for ingot lead being considerably weaker lead manufactured products have declined by a cent a pound this week. Lead pipe and lead waste pipe are now 17 and 18 cents respectively. The discount on traps and bends remains at 20 per cent. on list. Lead wool and lead sheets are down a cent. There is very little demand for the lead products at present.

MONTREAL—	
Lead pipe, lb.	$0 17
Lead waste pipe, lb.	0 18
Lead traps and bends	20% on list
Lead wool, lb.	0 17
Lead sheets, 3 lbs. sq. ft.	0 15¾
Lead sheets, 3½ lbs. sq. ft.	0 15¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 16

Old Metals Are In Easier Market

Montreal.

OLD MATERIALS.—The market for the old metals, old rubber etc., is inclined to weakness in several lines this week. The conditions brought about by the fixing of prices in the United States and the effect of this move on the Canadian market have produced a tone of unsettled nature. Holders of stocks of metals are not over-anxious to part with them at present, but buyers of small requirements in these lines have been able to get supplies at slightly easier rates. The lead materials have been easier, tea lead and heavy lead pipe having declined. Pipe scrap iron and stove plate are easier. Old rubbers are a quarter of a cent down, and old auto tyres half a cent down.

MONTREAL—		
Tea lead	$ 0 06	....
Heavy lead pipe	0 07	....
Yellow brass	0 14	0 15
Red brass	0 20	0 21
Light brass	0 09	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	25 00	26 00
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	22 00
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08½	....
Overshoes, lumbermen's rubbers boots	0 16½	....
Bicycle tires	0 03½	....
Auto tires	0 05½	....

Ingot Metals Quiet; Lead Is Lower

Montreal.

INGOT METALS.—The metal markets are in a general way weaker in tone, but without definite alterations in prices except in the matter of lead which is lower.

TIN.—Tin remains unchanged in price from 64½ cents to 65 cents being quoted.

COPPER.—There is steadiness of market in copper and from 30 to 31 cents are the quotations, market quiet.

LEAD.—The firmer note of last week, has proved to be only passing in lead, and the market this week is represented by quotations of from 11 to 11¼ cents.

SPELTER. — Spelter remains unchanged in price at 11 to 11½ cents.

ANTIMONY.—From 18 to 19 cents represents the market for antimony at present in Montreal, with small demand.

ALUMINUM.—The market for aluminum is characterised by small demand and quotations of 65 cents are representative.

TORONTO MARKETS

TORONTO, Oct. 11.—In the majority of instances where price changes have been recorded they have again been in an upward direction. Linseed oil is one of the commodities which shows a weaker tendency and prices were quoted lower during the week. Stove polish, apple parers, saw sets, thimbles, oakum, egg beaters, axe wedges, cobbler sets, draw knives, lamp burners and lantern burners are among the lines in which higher prices have been recorded. Certain lines of electrical goods have made considerable advances. Flashlights, meters, cigar lighters, carbon candelebra lamps, sockets and switches have all been increased in price by certain makers. An advance of 10 per cent. has been made effective on bicycles, and wholesalers are now in process of revision on bicycle accessories and there is intimation that a number of lines may advance. Business generally is reported very good.

New Lists on Certain Types of Flashlights

Toronto.

FLASHLIGHTS, BATTERIES. — Changes have been announced on list prices on Franco flashlights and batteries which provide for an increase of approximately 5 per cent. This increase in flashlights is the first to be recorded since the war has been in progress. Some manufacturers have not altered their prices at all, but assert that a firm position exists due to the higher prices of raw materials. They affirm, however, that it has been their policy to keep from advancing prices as long as possible, even when their fair margin of profit has been cut down greatly. The discount on Franco flashlights, batteries, cycle lights, hand lanterns and trouble lights is now 33 1-3 per cent. off list on purchases of less than $50 list. and 40 per cent. on purchases over $50 list. Following are the new list prices complete with battery, showing old list and new list for purposes of comparison on lines in which changes have been made:

	Old List Complete with Battery	New List Complete with Battery
No. 4815	$4.25	$4.90
No. 4816	5.30	6.30
No. 4821	3.15	3.75
No. 4822	4.20	5.15
No. 4844	4.65	5.30
No. 4845	5.70	6.70
No. 4848	3.55	4.15
No. 4849	4.60	5.55
No. 4889	1.55	2.00
No. 5008	5.50	3.25

Flashlights, Cycle Lights, Hand Lanterns, Trouble Lights

	Old List Case and Lamp	New List Case and Lamp
No. 4813	$3.60	$4.00
No. 4814	4.00	4.50
No. 4815	3.60	4.00
No. 4816	4.00	4.50
No. 4819	2.50	2.85
No. 4820	2.90	3.35
No. 4821	2.50	2.85
No. 4822	2.90	3.35
No. 4827 (container only)	0.75	0.80
No. 4828 (container only)	1.15	1.20
No. 4842 and 4843	4.00	4.40
No. 4844	4.00	4.40
No. 4845	4.40	4.90
No. 4846	2.90	3.25
No. 4847	3.30	3.75
No. 4848	2.90	3.25
No. 4849	3.30	3.75
No. 4888 and 4889	0.90	1.10
No. 4890	2.75	3.25
No. 4891	1.10	1.35
No. 4892	1.25	1.50
No. 4894	2.75	3.25
No. 4897	1.25	1.50
No. 5008	5.00	2.75

Bicycles Advance Approximately 10%

Toronto.

BICYCLES, BICYCLE ACCESSORRIES.—An advance of approximately 10 per cent. has been made effective on at least two lines of bicycles. There has been heavy booking of bicycles for spring delivery, which to wholesalers indicates that the popularity of the bicycle is fast returning. Following are the prices quoted by one of the large concerns which is stated to be fairly representative of prices in similar grades throughout the trade:

	Trade Price
Men's bicycle, standard grade	$33.25
Ladies' bicycle, standard grade	34.50
Men's bicycle, highest grade	36.25
Ladies' bicycle, highest grade	37.50
Motobike, men's	39.25
Motobike, men's, with tank	41.25
Boys' bicycle, standard grade	30.00
Girls' bicycle, standard grade	31.00

Wholesalers are now at work on the revision of prices on bicycle accessories for new spring prices. It is intimated there will probably be an advancing tendency in many lines due to the increase of manufacturers' costs within the year.

Tire Prices Hold Except for Non-Skid

Toronto.

TIRES, AUTO ACCESSORIES. — As yet there has been no advance in the price of tires, although a firm situation exists due to recent advances that have taken place in the United States. One large concern is guaranteeing against an advance on orders booked up to Dec. 1 for Spring delivery. Other concerns in signing contracts stipulate that should any declines take place the purchaser will be given the benefit of the decline on any unfilled portion of the order. Should an advance take place, the purchaser has the option of taking the remaining portion of contract at the advanced price or of cancelling. In some instances there has been a readjustment downward in the price of certain non-skid designs. On one design where the consumer's price was formerly $23. the new price is $21.95, with a corresponding reduction on the dealers' price. Following are the net prices to retail trade now prevailing on some of the popular selling sizes of plain tread:

Plain tread, 30x3½	$16.65
Inner tube, 30x3½	3.00
Plain tread, 32x4	26.50
Plain tread, 33x4	28.00
Plain tread, 34x4	29.00
Plain tread, 36x4½	40.50

Wholesale automobile accessory dealers are now going into the matter of costs of commodities preparatory to revision of prices for their Spring 1918 catalogues. It is expected there will be considerable advances in a number of lines.

Meters and Cigar Lighters Advance 5%

Toronto.

CIGAR LIGHTERS, METALS. — Higher prices have been announced on Franco cigar lighters and meters, together with carbon candelabra lamps. The increase amounts to approximately 5 per cent. Discounts from list prices on meters is 33 1-3 per cent. on small quantities, and 40 per cent. on larger quantities. Cigar lighters and carbon candelabra lamps carry a discount of 25 per cent. on less than a unit package of ten, 35 per cent. on a unit package, 40 per cent. on ten unit packages of 10 assorted styles. Following are the list prices, which are subject to the discounts named above:

	Old List	New List
Cigar Lighters		
No. 1302	$0.50	$0.60
Carbon Candelabra Lamps.		
Nos. 400 and 400S	0.45	0.55
Nos. 400 and 4018	0.45	0.55
No. 402	0.35	0.45
No. 403	0.40	0.50
No. 404	0.45	0.53
Nos. 405 and 408	0.40	0.45
Nos. 409 and 225	0.40	0.55
No. 226	0.50	0.55
Meters		
No. 701	1.30	1.40
No. 702	1.50	1.75
No. 703	1.90	2.25
No. 704	2.25	3.00

Sockets and Switches Moved Higher in Price

Toronto.

SOCKETS, SWITCHES. — Advances have been recorded in the list prices of Franco sockets and switches, the necessity for the change being attributed to the high price of raw materials, while declines have been registered in other numbers. Sockets and switches are now subject to a discount of 33 1-3 per cent. on purchases of less than $50 list, and 40 per cent. on purchases over $50 list value. Following table gives old list and new list prices for the purpose of comparison:

	Old List	New List
No. 2	$0.10	$0.13
No. 4	0.10	0.12
Nos. 5, 6, 7	0.15	0.14
No. 9	0.10	0.09
Nos. 17 and 19	0.15	0.14
No. 22	0.35	0.45
No. 22N	0.40	0.50
No. 24	0.35	0.45
No. 25	0.40	0.50
No. 12	0.05	0.10
No. 13	0.08	0.10
Nos. 15 and 18	0.15	0.14
No. 2012	0.90	1.00
No. 50	0.15	0.14
No. 51	0.15	0.18
No. 52	0.15	0.20
No. 54	0.25	0.27
No. 58	0.30	0.32
No. 39	0.35	0.28
No. 59	0.30	0.32

Stove Polish and Apple Parers Higher

Toronto.

STOVE POLISH, APPLE PARERS.—Higher prices have been made effective are likely to be announced in the near on Black Jack stove polish, the increase amounting to approximately 12½ per cent. No. 10 in gross lots is quoted at $14.90, and by the dozen at $1.30. Hudson apple parers have advanced in price 5 per cent. and are now sold at $8.90 per dozen.

Sets and Stovepipe Thimbles Up

Toronto.

SAW SETS, THIMBLES.—An advance of 10 per cent. has been made effective in Lincoln and Whiting saw sets, the new price on the former being $8.15 per dozen, and on the latter $5 per dozen. O.K. thimbles is another of the lines that has advanced in price, the increase amounting to 15 per cent. No. 03 are quoted at $7.35 per dozen, No. 04 at $8.70 per dozen, No. 05 at $7.35 per dozen, and No. 06 at $8.70 per dozen.

Egg Beaters and Axe Wedges Advance

Toronto.

EGG BEATERS, WEDGES. — An increase of 30c per dozen has been put into effect on Dover egg beaters, making the selling price now $1.45 per dozen. Axe wedges have also been advanced considerably. New prices on axe wedges for No. 1 are $11 per gross, and on No. 3, $4.45.

Cobblers' Lasts and Draw Knives Higher

Toronto.

LASTS, DRAW KNIVES. — Increased prices have been put into effect on Globe cobblers' lasts during the week, No. A being quoted at $3.25 per dozen, No. B at $2.90 per dozen, and No. C. at $2.10 per dozen. Draw knives of razor blade have made an advance of approximately 60 per cent. No. 1 by 8 in. is now quoted at $9.60 per dozen, 9 in. at $10 per dozen, 10 in. at $10.40 per dozen, and 12 in. at $11.60 per dozen.

Lamp and Lantern Burners Go Higher

Toronto.

BURNERS.—An increase in the price of White Flame lantern and lamp burners has been put into effect following a recent advance in the price of lamp chimneys. No. 1 lamp burner is now quoted at $3.10 per dozen, and No. 2 lamp burners at $3.25 per dozen. Lantern burners are quoted at the same price as No. 2 lamp burners, namely, $3.25 per dozen.

Cotton Waste in Very Firm Position

Toronto.

WASTE.—Cotton waste is in firm position due to the recent big advance in the raw cotton market. Unfavorable crop reports from the Southern United States have had the effect of sending the price of cotton to new high levels, the price for spot middling uplands cotton being in the neighborhood of 28c per pound. At the time of writing one of the large dealers in cotton duck had withdrawn prices on cotton duck and inti-

mations were made that higher prices are highly probable in the not distant future. Demand for waste is reported to be keeping up well. Whether or not there will be an immediate advance in waste is problematical, but those closely in touch with the situation assert that present prices cannot prevail indefinitely if the raw cotton situation continues in such a strong position.

Oakums Advance ¾ to 1c Per Pound

Toronto.

OAKUM.—Higher prices have been announced on nearly all grades of oakum, with the exception of plumbers' spun. Best American is now quoted at $21.50 per hundred pounds, an advance of ¾ of a cent. a pound. U.S. Navy has also advanced ¾ of a cent per pound and is now quoted at $20.75 per hundred pounds. Clipper unspun oakum remains unchanged at the recent quotation of $21.50 per hundred pounds. U. S. Navy English unspun has been advanced 2½c to 20c per pound. U. S. Navy English spun is now quoted at $21 per hundred pounds. Plumbers' spun oakum remains unchanged at quotations of $8.50 to $10.50 per hundred pounds.

Price Regulation Talk Having Steadying Effect

Toronto.

GASOLINE, COAL OIL.—The market for gasoline and coal oil remained unchanged during the week and reflected the condition which exists in the American market. Conferences have taken place between the Federal Trade Commission and representatives of the oil interests in the United States with respect to fixing prices on Government business. Whether or not the price set for Government business will apply to domestic consumption is not yet apparent. Although a firm situation exists so far as the condition in the primary crude oil situation goes, there has been no indication of an advance in the Canadian market by reason of the fact that developments in the American market are being awaited. Gasoline is still quoted at 31½ and 32c per gallon. Some large oil dealers state the month of September has been the best in their history so far as amount of sales go.

Heaviest Month on Oil Heaters

Toronto.

STOVES, HEATERS, ENAMELWARE.—Dealers in oil stoves report the month of September as the heaviest in their history in some instances. On oil heaters alone one concern states their sales amounted to 5,500 heaters during the month of September. This is equivalent to eight carloads. The scarcity of coal and the possibility that conditions may not be good during the coming winter have been a gentle stimulus to make people buy oil stoves in the belief that they will be able to get coal oil at any rate to drive the chill from their homes. Other lines of stoves have been in good demand, and shipments are going forward as rapidly as manufacturers can secure their stock. Enamelware was in unchanged market with a steady demand reported.

Shadow of Regulation Steadying Factor in Rope

Toronto.

CORDAGE, TWINE.—There was a steady situation in rope and twine during the week. In the United States an expert has been named by the Federal Trade Commission to inquire into the matter of costs of fibre and manufacture with the idea in view of regulating prices. The shadow of this regulation is acting as a steadying factor on the market and prices remained unchanged at primary points during the week. Demand is light in cordage in the local market, as it is now between seasons. Travelers are now on the road soliciting Spring booking business. There are some light supplies of binder twine going out for tieing up corn, but beyond this trade is somewhat light.

Small twines, comprising jutes and hemps, have made an advance during the week. Common jute twines have advanced 1c per pound, and fine jutes have advanced 2c per pound. Hemp twines have advanced from 4c to 7c per pound. Base price on jute twines is now 17c, and on hemp twines 28½c. There has been a fair demand for small twines, and dealers anticipate there will be a heavy demand from now until the Christmas holiday season.

Lists On Hotpoint Goods Are Revised

Toronto.

ELECTRIC IRONS, STOVES, OVENS. New list prices on certain lines of Hotpoint goods have been announced, which provide for a substantial increase. Among the lines to be affected are electric stoves, toasters, boudoir sets, grills, irons, ovens. The discount on these goods is 25 per cent. off list, less 5 per cent. in 30 days. Following are the items in which changes have taken place, showing the old list prices and the new list prices:

	Old List Price	New List Price
Stoves.		
Disc stove 4, No. 40106	$ 5 75	$ 6 00
Radiant stove, No. 20302	6 00	6 50
Toaster stove, No. 20301	5 00	5 50
Toasters.		
Toaster, including rack, No. 20202	5 00	6 00
Boudoir Sets.		
Boudoir set, No. 11103	6 25	6 50
Radiant Grills.		
Rectangular, No. 20101	6 50	7 50
Round, 1-ht., No. 20104	7 00	8 00
Round, s-ht., No. 20103	8 50	9 50
Radiant Heaters.		
600-watt, No. 30403	8 00	9 00
Irons.		
Boudoir iron, 3-lb., No. 11203	4 50	5 00
Domestic iron, 5-lb., No. 11205	5 50	6 00
Domestic iron, 6-lb., No. 11206	5 50	6 00
Laundry iron, 7½-lb., No. 11307	8 00	8 50
Laundry iron, 8½-lb., No. 11308	8 25	8 75
Tailor iron, 15-lb., No. 10615	17 50	18 50
Tailor iron, 20-lb., No. 10620	18 75	19 75
Tailor iron, 15-lb., No. 10715	20 00	21 00
Tailor iron, 20-lb., No. 10720	21 25	22 25
Ovens.		
Ovenette, No. 40701	4 50	5 50

Above prices subject to discount of 25%.

Nail Prices Have Remained Unchanged

Toronto.

WIRE, NAILS.—While the quotations on nails generally remain at $5.45 per 100 pounds base, large buyers and contracting firms have in some instances been able to get lower quotations. The situation in this respect remains the same as outlined in a recent issue. Stovepipe wire has made a considerable advance, size No. 18 now being quoted at $8.25 per hundred, and No. 19 at $8.75.

Iron And Steel Prices Maintained

Toronto.

IRON AND STEEL.—Prices on iron and steel in the local market were maintained during the week. Dealers assert that Canadian mills have not been making any deliveries on merchant contracts since July, and that there is every possibility they will not be able to commence making shipments until the latter part of November. The embargo placed on the delivery of iron and steel to the merchant trade during the first part of August is being maintained. While contracts for heavier shells have not been let, there have been big orders placed for the lighter shells, which are apparently keeping the munition plants just as busy as ever. The inability to get further stocks is a factor that is tending to firm prices on any stocks of iron and steel that are still in dealers' hands.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	8 00	11 50
Mining tool steel	18 00	26 00
Sheet cast steel	30 00	35 00

Galvanized Sheets Quoted Lower By Some

Toronto.

SHEETS, PLATES.—Galvanized sheets were in weaker market during the week, and quotations were reported to have been made as low as $11 on the 10¾-oz. size. For the most part quotations ranged from $11.25 per 100 pounds to $11.80, and in some instances the high quotation of previous weeks at $12 was maintained. Fairly good stocks of galvanized sheets have been coming forward on old contracts, and this has put a different complexion on the market. Black sheets were maintained at the range noted last week. No. 10 gauge and 3/16-inch and ¼-inch plate were maintained at the advances noted last week.

TORONTO— BLACK SHEETS—		Per 100 lbs.
10 gauge	$	$12 00
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	13 25
¼-inch boiler plate	.....	13 00

GALVANIZED SHEETS—		Per 100 lbs.
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Conductor Pipe And Eavetrough In Demand

Toronto.

EAVETROUGH, CONDUCTOR PIPE. The market for corrugated sheets, conductor pipe and eavetrough is still in a waiting condition, pending more specific information as to prices fixed in the United States. Corrugated sheets are in light demand, but conductor pipe and eavetrough are reported in fairly good demand. Conductor pipe and eavetrough are quoted at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Heavy Demand On Boiler Tubes Keeps Up

Toronto.

BOILER TUBES.—Dealers state there is a very heavy demand for boiler tubes at the present time, coming principally from Government sources to be used in shipbuilding. No further stocks have reached the local market, and it would seem that present stocks will be pretty well cleaned out ere the New Year comes round. Where further supplies will come from after that time is a problem that is perplexing dealers. Prices were unchanged during the week.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe And Waste Pipe Down 1c

Toronto.

LEAD AND ZINC PRODUCTS.—Declines of 1c per pound in each instance on lead pipe and lead waste pipe were announced by dealers during the week, making the price of lead pipe 17c and lead waste pipe 18c per pound. Easier conditions in the primary market for pig lead are responsible for the declines. Other lead products remained unchanged at the declines noted last week in lead wool and lead sheets. Demand continues only fair.

Lead pipe, lb.	$ 0 17	....
Lead waste pipe, lb	0 18	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 15½	....
Lead sheets, 3½ lbs. sq. ft.	0 15½	....
Lead sheets, 4 to 8 lbs. sq. ft.	0 14¾	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 40	....
Solder, strictly, lb.	0 37½	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Brass, Zinc And Copper Again Advance

Toronto.

OLD MATERIALS.—There was a turn in the market on old materials during the week when the weak condition noted in last report has given way to a better tone. Red brass is quoted higher by 1c at 20c per pound; heavy zinc is up ¼c to ½c at 6c to 6¼c per pound. Heavy copper also advanced 1c, and is quoted at 21½c. Old rubber boots and shoes declined ¼c to 8¼c. Old cast iron is quoted at $23.50 to $25, according to grade. No. 1 railroad wrought iron was firmer at $22 per ton. Mills were in the market for supplies a little more freely during the week, and collectors showed a disposition to sell. There was a better feeling manifest throughout the market.

TORONTO—		
Tea lead	$ 0 06½	......
Heavy lead pipe	0 08¼	......
Yellow brass	0.14¾	0.15
Red brass	0 20	....
Light brass	0.09½	0.10
Heavy zinc	0 06	0 06¼
Heavy copper	....	0 21½
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00
Country mixed scrap	....	12 00
Country No. 1 wrought iron	....	18 00

Lead And Spelter Show Easier Tone

Toronto.

INGOT METALS. — There was a weaker tone in lead and spelter during the week in the primary market and the local market was down for spelter as a result of this situation. Other ingot metals remained unchanged in price at quotations of last week. There is a good demand for copper reported but dealers are unable to get sufficient supplies.

COPPER.—A good demand for ingot copper was reported during the week, but dealers state they have difficulty in getting supplies due to the inability to place contracts at the price established by the United States Government. Casting copper continues to be quoted at 31½c and electrolytic at 32½c per pound.

TIN.—There was a steadiness in the market for tin locally during the week and prices were unchanged at 63½c to 65c per pound. Future tin declined in the primary market following lower prices on spot stocks.

SPELTER.—An easier tone characterized the spelter market during the week and prices were quoted ½c lower at 10c. The market is a waiting one pending action by the United States Government within the next fortnight with respect to purchases.

LEAD.—The market for lead is dull and heavy with intimations in the primary market that the Trust price is likely to be reduced to 7.50c basis. Locally quotations were unchanged at 10½c—11c.

ANTIMONY.—There is a light demand for antimony both locally and in the primary market. There is practically no trading in future antimony at the present time. Locally prices were maintained at 18c pound.

ALUMINUM.—The market is dull at primary points and there is an inclination to an easier feeling. Quotations were unchanged locally at 60c pound.

PIG IRON.—Prices on pig iron are unchanged but are purely nominal so far as the Canadian market is concerned. In the American market most of the business done is on old contracts and makers are withholding quotations for the reason that they are well committed for the balance of the year. Consumers can only await development.

LONDON MARKETS

LONDON, October 9.—Merchants in this district have well assorted stocks on hand and are pleased with the volume of fall business up to date. Stoves and stove accessories have had a good sale during the past week. A new list has been issued on drills. Stove pipe wire, iron rivets and burrs and cocoa door mats have advanced. Business is seasonably good and prices are generally firm.

Advance In Stove Pipe Wire

London.

STOVE PIPE WIRE.—An advance is recorded this week in prices on stove pipe wire bringing new prices to $8.25 per 100 lbs. for 18 ga. and $8.75 for 19 ga. Small lots sell at 9c per lb.

Iron Rivets and Burrs

Prices on iron rivets and burrs have also advanced bringing new discount to 15 per cent. off list, with usual extras for tinned or coppered rivets.

Door Mats Up 10 Per Cent.

London.

COCOA DOOR MATS.—An advance of ten per cent. has been made this week in prices of cocoa door mats, bringing new quotations to the following; No. 1, 14 x 24 inches, 95c each; No. 2, 16 x 27 inches, $1.25 each; No. 3, 18 x 30 inches, $1.55 each.

Poultry Netting

Prices have been set for present and spring delivery on Canadian poultry netting. 1 and 2 inch mesh netting is priced at 15 per cent. off list.

New List Prices Issued On Drills

London.

DRILLS.—New list prices have been issued on drills and are now in effect here. New list is up to ½ inch drills. Net list on bit stock drills, round shank jobbers length and S and D ½ inch shank blacksmith drills with a general discount of 30 per cent. is as follows:

Best Stock Drills

2-32, $2.50 doz.; 3-32, $2.70 doz.; 4-32, $3.00 doz.; 5-32, $3.50 doz.; 6-32, $4.00 doz.; 7-32, $4.50 doz.; 8-32, $5.00 doz.; 9-32, $6.00 doz.; 10-32, $7.00 doz.; 11-32, $8.00 doz.; 12-32, $8.50 doz.; 13-32, $9.25 doz.; 14-32, $10.50 doz.; 15-32, $11.75 doz.; 16-32, $13.00. Discount, 30%.

Round Shank Jobbers' Length

1-32, $1.50 doz.; 2-32, $1.60 doz.; 3-32, $1.70 doz.; 4-32, $1.80 doz.; 5-32, $1.90 doz.; 6-32, $2.25 doz.; 7-32, $2.75 doz.; 8-32, $3.25 doz.; 9-32, $3.81 doz.; 10-32, $4.35 doz.; 11-32, $5.05 doz.; 12-32,

$6.00 doz.: 13-32, $7.00 doz.; 14-32, $8.50; 15-32, $10.00 doz.; 16-32, $12.00 doz. Discount 30%.

Sand D½" Shank Blacksmith Drills

4-32, 45c each; 5-32, 45c each; 6-32, 50c each; 7-32, 55c each; 8-32, 60c each; 9-32, 65c each; 10-32, 70c each; 11-32, 75c each; 12-32, 80c each; 13-32, 85c each; 14-32, 90c each; 15-32, 95c each; 16-32, $1.00 each; 17-32, $1.05 each; 18-32, $1.10 each; 19-32, $1.20 each; 20-32, $1.30 each; 22-32, $1.50; 24-32, $1.70. Discount 30%.

Fair Sale For Nails; Rope Firm

London.

NAILS.—There is a fair sale for nails in the local market at unchanged prices this week. Wire nails are quoted at $5.45 base for wire nails and $5.75 base for cut nails.

Rope

There is no change in rope prices this week at former quotations of 39c per lb. base for pure Manila; 33c for British Manila; 33c for New Zealand Hemp and 27½c for Sisal.

Oil Heaters; Building Paper

London.

OIL HEATERS.—There is a good sale this week for oil heaters at unchanged prices as follows: No. 520, $3.85 each; No. 525, $3.80 each; No. 530, $4.25 each.

Building Paper

Prices on building paper recorded this week are as follows: No. 1 plain fibre, $1.10 per roll; No. 2 plain fibre, 59c per roll; No. 1, tarred fibre, $1.25 per roll; No. 2, 79c per roll; tarred felt, $3.30 per 100 lbs. and asbestos paper $12 per 100 lb.

Game Traps; Forks; Snow Shovels

London.

GAME TRAPS.—Prices on game traps this week are as follows:

Victor No. 0, $1.55 doz.; No. 1, $1.80 doz.; No. 1½, $2.70 doz.; No. 2, $3.75 doz. Oneida Jump, No. 0, $2.00 doz.; No. 1, $2.35 doz.; No. 1½, $3.50 doz.; No. 2, $5.15 doz.

Forks

There is a good sale for spading forks for digging potatoes. Manure, ensilage and spading forks, etc., are quoted this week at 25 per cent. off list.

Snow Shovels

Snow shovels are quoted at 12½ per cent. off list.

Prices Firm On Miscellaneous Lines

London.

GLASS.—There is a fair sale for glass at unchanged prices as follows: single and double diamond 50 per cent. off list; cut lights 40 per cent. off list.

Miscellaneous Lines

Cow ties are quoted at 12½ per cent. off list.

Stall fixtures (hollow) are priced at $1.25 per doz.

Stove boards are quoted at 30/10 per cent. off.

Ash sifters (common wood sides) are $2.15 per doz.

Lanterns in short or long pattern are quoted at $12 per doz.

Linseed Oil, White Lead Firm

London.

LINSEED OIL.—Prices on linseed oil have remained unchanged this week at the following quotations:

	Raw	Boiled
1 to 2 bbls.	$1.49	$1.52 per gal.
3 to 5 bbls.	1.48	1.51 per gal.
6 to 9 bbls.	1.46	1.49 per gal.

White Lead in Oil

Prices on white lead in oil are unchanged this week at $18 per 100 lbs., in ton lots for pure putty and $18.30 per 100 lbs. in less than ton lots.

Turpentine Firm; Putty Unchanged

London.

TURPENTINE. — Turpentine prices have remained firm during the week at former quotations of 69c per Imp. gal. in 1 bbl. lots; 68c per gal. in 2 to 4 bbl. lots and 76c per gal. in 5 gal. lots.

Putty

Putty prices are firm at the new prices as follows: Standard drums 25, 50 and 100 lbs., $4.75 per 100 lbs.

Pure putty in drums 25, 50 and 100 lbs. $5.75 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Oct. 9.—With the close of September, business for the year shows substantial increases over the same period last year. With harvesting in full swing and every farmer putting forth his best endeavors to move the 1917 crop, the hardware trade is quieter than in previous months, which is quite natural, but still in excess of last year.

Present conditions indicate that deliveries for the spring trade on many lines will be more unreliable than at any period since the commencement of the war, especially on all lines that are manufactured from the better grades of steel as recent embargoes have been put on all steel for export from the United States except quantities required for the manufacture of munitions, and should these embargoes remain in force during the coming year it is felt that serious shortage will occur in many of the finished steel products.

Changes for the week are very limited on heavy goods, but show numerous advances on shelf goods, and declines on linseed oil and turpentine.

Advance Expected In Sisal Prices

Winnipeg.

ROPE.—Bookings are now being accepted by the Winnipeg jobbers on rope for 1918 spring delivery at to-day's prices. The manufacturers advise that the situation with regard to supplies of hemp are daily becoming more acute and report that as soon as the binder twine manufacturers enter the market for their next year's requirements that sisal rope will advance to at least 30c per lb. To-day's market prices are quoted herewith: Sisal, 27½c lb.; pure Manila, 38½c lb.; British Manila, 32½c lb.; lath yarn, 27½c lb.; African hemp 32½c lb.

Bluestone Declines; Big Sale Expected

Winnipeg.

BLUESTONE.—Bluestone which last year sold at 14c lb. is quoted for spring shipment at 12c lb. and indications point to a large increase in sales over last year owing to the high prices at which Formaldehyde will have to be sold. Prices have not yet been announced on the latter, but it is thought that it will be in the neighborhood of 30c per lb.

Advance On Lace Leather, Anvils

Winnipeg.

LACE LEATHER. — Lace leather again shows an advance of 5c per lb. and is now quoted. Oak tanned sides $1.65 lb.; cut laces $1.85 lb.; rawhide sides, $1.60 lb.; cut laces $1.80 lb. Booking are now being taken for 1918 shipment at above figures.

Peter Wright Anvils

Peter Wright anvils (or equal) show further advances and are quoted to-day as follows: 60 to 69 lbs., 26c lb.; 70 to 79 lbs., 25c lb.; 80 and over 24c lb.

Fork Handles, Lanterns Advance

Winnipeg.

FORK HANDLES.—New prices have just been established on all lines of fork handles and show quite a strong advance over previous prices. To-day's quotations are as follows: Hay Fork Extra Best, 4 ft. $2.45 doz.; 4½ ft. $2.70 doz.; 5 ft. $3.10 doz.; 5½ ft. $3.50 doz.; Manure Fork Handles, 4 ft. $2.90 doz.; Straw Fork Handles, 4½ ft. $3.10 doz.; 5 ft. $3.55 doz.

Lanterns

Lantern prices have been adjusted by the manufacturers and show an increase on the Japanned of 25c per doz. Prices are as follows: Long Globe Plain, $12.50 doz.; Japanned, $13.25 doz.; Short Globe Plain, $12.50 doz.; Japanned, $13.25 doz.; Dashboard, No. 25, $16.25 doz.

Advance On Wrenches: Sisal Clothes Line

Winnipeg.

WRENCHES.—Prices on Crescent wrenches after remaining firm for about a year have had to be advanced and are quoted as follows: 4-in. $9.00 doz.; 6-in. $9.00 doz.; 8-in. $11.00 doz.; 10-inch $13.80 doz.; 12-inch $17.25 doz.

Sisal Clothes Line

Following the recent advances in Sisal rope comes Sisal clothes lines, which show an advance of about 10% and are quoted to-day at 48 ft. $1.60 doz.; 60 ft. $2.00 doz.; 72 ft. $2.40 doz.

Sharp Advance On Locks And Vises

Winnipeg.

YALE AND TOWNE PRODUCTS.—New prices have recently been put into force on Yale and Towne products and vary from 10% up. As the line is very extensive only a few of the standard articles are herewith quoted: Padlocks, No. 225, $7.00 doz.; No. 823, $19.35 doz.; No. 833, $22.00 doz.; Yale Latches, No. 42, $32.50 doz.; No. 042, $30.25 doz.; No. 44, $37.00 doz.

Blacksmiths' Vises

Blacksmiths' Vises show one of the strongest advances since the war; being from 30 to 50%. To-day's prices are as follows: 40-lb. $12.50 each; 45-lb. $13.00 each; 50-lb. $13.50 each; over 50 lbs. 25c lb.

Window Glass Firm, With Good Demand

Winnipeg.

WINDOW GLASS.—Prices on window glass remain firm with the usual demand at this season of the year. To-day's prices are as follows:

	Single Case	Double Case
Up to 25 inch	$9.50	$13.75
26 to 40	10.50	15.75
41 to 50	13.50	17.75
51 to 60	14.00	18.50
61 to 70	15.00	20.00

Bookings are now being accepted on this basis for shipment up to April 1.

Decline In Linseed Oil And Turpentine

Winnipeg.

LINSEED OIL.—Linseed oil again shows a decline of 8c per gal. over last week's price and is quoted to-day at: Raw, $1.57 gal.; Boiled, $1.60 gal.

Turpentine

Turpentine prices which have remained firm for a lengthy period show a decline of 5c per gal., making to-day's market price as follows: Brls. 75c gal.; ½ Brls. 78c gal.; 5 gal. cans 80c gal.; 1 gal. cans 80c gal.; with the usual charge for containers.

Prices Steady On Washing Machines

Winnipeg.

WASHING MACHINES. — Washing machine prices remain steady and bookings are now being taken for 1918 delivery at the following prices: New Idea, $11.35 each; Snowball, $8.50 each; Dowswell, $4.75 each. The same applies on wringer prices being as follows: Royal Canadian, $51.90 doz.; Eze, $56.10 doz.; Bicycle, $63.00 doz.; Ajax, $125.80 doz.

INDUSTRIAL NOTES

Winnipeg, Man.—The Canada Metal Co. of Toronto, propose enlarging their office building here.

Montreal, Que.—The Simonds Canada Saw Co. will make additions to its plant and instal new equipment to cost $5,000.

Hamilton, Ont.—The Canada Screw Co. are building an extension to their factory.

Toronto, Ont.—The request of the Toronto Harbor Commission for permission to sell a site of four acres of land in the Ashbridge's Marsh industrial district to the Imperial Oil Co. has been rejected by the City Council. Leave, however, was granted the company to erect a large tank for the storage of gasoline and to lay conduits under certain streets, so that it might supply oil to the Consumers' Gas Co. Whether this will be done is an open question, as the management of the company has repeatedly declared that it will not make large expenditures on land of which it cannot obtain the freehold.

Toronto, Ont.—A building permit has been issued to the Willys-Overland Co., for the construction of a one-storey brick addition to machine shop on Weston road, to cost $3,500.

Toronto, Ont.—The Imperial Government has placed a large contract with the Willys-Overland Co., Weston road, for the manufacture of airplane motors. The necessary plant is now being installed, and the work will give employment to a large number of additional hands.

The Cannon Oiler Co., manufacturers of the Cannon Oiler, have succeeded R. E. Bloomer, Keithsburg, Ill. The change in name is the only change in the operation of the company and there will be no change whatever in the construction of the firm's product.

Montreal, Que.—The Canada Foundry and Forgings Co is going into the shipbuilding industry extensively and contemplates purchasing the plant of the Delaney Iron and Forge Co., at Buffalo. The Canadian concern will operate in Buffalo as well as in Welland.

Toronto, Ont.—Imperial Oil Company are endeavoring to purchase from the city four acres of land in Ashbridge's Marsh at a rate of $15,000 per acre. Harbor Commissioners have agreed to lease to the company for 21 years 300 ft. of dockage. Oil will be brought by tank boat and pumped directly to storage tanks.

INCORPORATIONS

Toronto, Ont.—Chief Motor Company, Ltd., has been incorporated with a capital of $1,000,000 to manufacture and deal in motors, engines, carriages, etc.

Wakyte Mfg. Co., 259-261 Stanley St., Winnipeg, makers of sanitary closets, barrel trucks, etc., have recently been incorporated, and are now doing business under the name of the Wakyte Mfg. Co., Ltd.

Pointe-aux-Trembles, Que. — Morin Packing Company, Ltd., has been incorporated with a capital of $49,000 to operate abattoirs and prepare glue, paints, varnishes, nails, etc.

Ottawa, Ont.—Code-Carkner, Ltd., has been incorporated with a capital of $40,000 to manufacture and deal in leather and rubber goods. E. E. Code and J. H. Carkner, merchants of Ottawa are among the incorporators.

Toronto, Ont. — Bond Engineering Works, Ltd., has been incorporated with a capital of $100,000 to carry on business of founders, steel manufacturers, metal refiners, and to manufacture hardware, tools, implements, etc.

Calgary, Alta.—Great West Tractor Company, Ltd., has been incorporated with a capital of $700,000 to carry on business as manufacturers of tractors, iron founders, metal workers and to deal in hardware, and implements.

Toronto, Ont. — International Rubber Goods, Ltd., has been incorporated with a capital stock of $40,000 to manufacture and deal in automobiles, rubber tires, and all classes of rubber goods. J. F. Lee and D. F. Johnston, merchants of Toronto are the chief incorporators.

BOOKLETS AND CATALOGS

"The Straight Road" is the title of a sales talk in pamphlet form published by E. C. Atkins & Company, Indianapolis, Ind., and mailed out to several thousand members of Atkins Silver Steel Saw Club, which club is composed of retail hardware salesmen. The talks are given about every sixty days. In the latest pamphlet the necessity of having a detailed knowledge of the goods being handled was emphasized. "Many an order has been lost through the salesman's ignorance of his product, and how to apply it to the needs of his customers," say The Pamphlet. All salesmen want to be successful; therefore it behooves all of us to learn more about the goods we wish to sell—to fluently discuss their quality and uses, in order to arouse the motives of a possible buyer. There is motive for every sale. But the salesman must arouse the motive—the willingness to buy. And all good salesmen quickly take advantage of this willingness by closing the sale."

Household Utensils Catalog

Andrews Wire Works of Canada, Ltd., Watford, Ont., have issued a splendidly gotten-up catalog, featuring a wide range of kitchen utensils and helps which it is said are rapid sellers, and lend themselves splendidly to displays of household goods. Copies will be mailed free on request.

THE CLERKS' DEPRATMENT

(Continued from page 42.)

great that the Savage Arms Company, an American firm, has been called to the aid of the Birmingham plant, and has been supplying Lewis guns to Great Britain at the rate of from 300 to 400 a week. A large Lewis gun factory has also been started in France.

Yet until our trouble with Mexico arose recently, Uncle Sam had only one of these guns, the original model. When the southern border became turbulent, Washington saw that Lewis guns were going to be needed. The Government, therefore, borrowed from Canada 350 Lewis guns, firing British ammunition. It was these guns that sent the Mexicans about their business.

WEEKLY PAINT DEPARTMENT

Thirty Days Still Left

Spring Paint Business Light—$10.00 or $100.00—If Paint is Right, Don't be Afraid of the Price—Brighten the Home For Winter—Making Use of Color Cards—See What Results 30 Days' Effort Will Bring.

THERE is another month at least in which the sale of paints can be pushed aggressively for outside use, and there is a growing conviction that the fall is by all means the best time to paint.

The reasons assigned to this are varied; dealing with the splendid condition which the wood must be in after summer weather to dry the gum and moisture out—the freedom of the wood from the annoying fly and bug—the havoc likely to be done to unprotected surfaces during a long siege of winter weather.

Spring Business Light—Get the Returns Now

Business during the spring of the year must have suffered considerably owing to the continued cold wet weather and there must be a great number of prospects who can be lined up now if they are gone after aggressively. Houses which needed painting in the spring and were not done, most certainly need it more now and it will be a big mistake to let your customer put it off again till another spring.

$10.00 More For Paint Now Or $100.00 Depreciation Later?

There is, of course, always the talk of high prices for paint. It is true that prices are high now but the actual increase for a single job over former figures is not a sufficient excuse for a man to allow serious damage to be done to his property. The increase in individual jobs would not average more than $10.00 advance over prices of two years ago. This being the case, there is no reason why a house or any other building should become shabby, deteriorating in actual value probably 10 times the extra $10.00 involved. The question of actual costs is one which should be studied carefully now by all retailers and an investigation will reveal a situation not nearly so alarming as many think.

If Your Paint is Right—Don't Be Afraid of the Price

Window displays will prove effective just now and don't be afraid to put a selling price on your goods. If they were good value at $2.25 a gallon, aren't they just as good value at $4.00 a gallon now? There's a reason for the advance in price—it will not be nearly so hard to convince your customer that the advance is warranted as you expect. It would be unreasonable for him to think that $2.25 value then is still the same to-day.

Push the Interior Finishes—Brighten the Home For Winter

Other lines coming in for big sales during the fall are the special interior finishes. In the cities the fall is the time for moving and floors, walls, and furniture all come in for their share of decoration. By keeping in touch with the changes in your neighborhood, a lot of nice business can be picked up.

During the long winter months, the majority of one's time is spent indoors. This is a very important reason why every article of furniture, the floors, the walls should all be bright and attractive. The necessary confinement in a house need not become irksome if brightness in decoration prevails throughout.

Distribute the Color Cards—This Advertising Pays—Includes Instructions For Use

Make free use of all literature pertaining to the line of paints which you handle and which can be distributed through the mails or across the counter. The bright color cards are always an attraction and influence many sales by reason of their color appeal only. There are many points brought out in the literature furnished by the manufacturer which the salesman can use effectively in getting these goods across the counters.

Perhaps one of the most important of these is the ease of application. Nearly all the special finishes which are supplied by the various manufacturers can be applied by an amateur—by a woman—what then is an extra 25c or even 50c a tin when the buyer is going to put it on himself or herself? Painting is real fun to the majority and there is no reason why good results cannot be obtained when instructions, clearly given, are followed.

Sell by Power of Suggestion Rather Than Argument

In selling paint, it is well to avoid arguments with your customers. This department of your business requires extreme care in handling and the power of suggestion to your prospects should be strong. In knowing your line thoroughly, you inspire confidence in a prospective buyer which very few of them feel on entering the store. By leading them along carefully, it will be unnecessary to create any argument and this should certainly create a better attitude from both sides of the counter.

Time Devoted to Arrangement of Paint Section Well Spent

Although it is true in a measure that there is always some difficulty in arranging the paint section in a store, it is also true that the time spent in having this done properly will be paid back with mighty good interest. Paint lends itself to an attractive display and it is a big mistake to let sales for this line suffer owing to a lack of appreciation of its possibilities.

See What Results 30 Days' Effort Will Bring

Paint in its many branches should move freely during the next 30 days. Push for this trade energetically and attain results which are satisfactory in every way—they may be a revelation to you; the results, at least, will stand out prominently as the effort is exerted.

U.S. GOVERNMENT TO SUPERVISE OIL AND GASOLINE

The United States Federal Trade Commission may possibly urge the Government supervision of oil and gasoline prices. The Commission received cost of production figures from the larger producing and distributing concerns and has already made a preliminary estimate of costs. It is desired yet to give the oil men an opportunity to present their own statistics.

It is stated on authority that the Government by entering into a voluntary agreement with the industry in regard to fixing prices or under the Food Bill it can place the trade under control of the Fuel Administration, instituting a licensing system. Either plan might result in a lowering of prices to the Government and the public.

BLUE BARRELS

LIVINGSTON BRAND BOILED OILS

"BADEN"
FIRE BOILED

"MONTREAL"
STEAM BOILED

Don't Mistake—there is a difference in boiled oil

When a salesman says there is no difference in boiled oils, make him prove his statement.

Livingston "Baden" Boiled Linseed Oil is sold at a premium of three cents per gallon over the raw, while Livingston "Montreal" Boiled Linseed Oil is sold at only one cent per gallon premium.

Why this difference in premium? The answer is the fire and steam-boiling processes.

Fire boiling is the original "Baden" process which has been tried and proven the best by test for the past half a century.

Steam boiling is the modern method designed to effect speed in manufacture.

There's a difference. Livingston Brand is the standard in boiled oil (fire and steam boiled).

The Dominion Linseed Oil Company, Limited
BADEN TORONTO MONTREAL

BLUE BARRELS

IN YOUR WINDOW—

Display these goods that bring trade. There is powerful pulling force in a window well dressed with

O-Cedar Polish

and O-Cedar Signs and Cut-outs. Few products there are that lend themselves

so well to tasteful window display—and none are more thoroughly backed up with Advertising Helps. Among the latter, the most unusual is the O-Cedar Electric Sign—free with either of the following orders:

DISPLAY DEAL No. 63.	Sells for
3½ Doz., 4-Oz. O-Cedar Polish	$10.50
7 Doz., 12-Oz. O-Cedar Polish	42.00
½ Doz. Quarts O-Cedar Polish	7.50
O-Cedar Electric Sign	Free
	$60.00

O-Cedar Polish

Order from your jobber.

DISPLAY DEAL No. 64.	Sells for
10¾ Doz., 4-Oz. O-Cedar Polish	$32.25
4 Doz., 12-Oz. O-Cedar Polish	24.00
¼ Doz. Quarts of O-Cedar Polish	3.75
O-Cedar Electric Sign	Free
	$60.00

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 11.—Features of the markets interesting the paint trades particularly this week are two—the decline of 50c per 100 pounds in white lead in oil, and the advances in glass. In other respects the markets are not greatly altered from conditions of the preceding week, but turpentine is a good deal firmer, and linseed oil is in very uncertain and unsettled state; so much so, that some firms have withdrawn from the market for this product. There is also an interesting note in connection with the supply of zinc from the United States for use in prepared paints, which may have some bearing on the market for these after the first of the coming year.

Linseed Oil Market Still Very Unsettled

Montreal.

LINSEED OIL.—More difficulty than could be quickly estimated was occasioned by the strike at Fort William terminal elevators in the past fortnight, and, though the strike is over, its effects are still telling upon Montreal business, especially as regards linseed oil. Some firms have withdrawn from the market altogether until more definitely settled conditions become apparent as to linseed oil. Some are still quoting the same prices as last week. There is no tendency to lower prices as far as the wholesale trade is concerned for the immediate present. Crushers have reported an easier market, and in some cases quite noticeable demand for oil, but the flaxseed has been coming in slowly, and there is much uncertainty as to supplies. Very little, if any, flaxseed reached Montreal crushers by water this season, and it is possible that the two cargoes expected between now and close of navigation may be all that can come by water until next season. There is, therefore, some apprehension that the railroad situation may prove troublesome again this winter, with consequent firming of markets for linseed oil. Against the firming factors in sight may be set the fact that the Canadian Government latest flaxseed crop estimates place the yield at 10,000,000 bushels, or some 4,000,000 bushels better than last year's, while the Argentine estimates are 40,000,000 bushels, or double the crop of last year in that country. If the seed supplies can be secured and brought to the mills the oil market might be easier, but difficulties of transportation are already almost a foregone conclusion. At present there are only 180,000 bushels of old crop flaxseed at Fort William, and holders of seed are holding firm. There is also the probable United States demand to consider. It is quite conceivable that the United States, being short of flaxseed, may draw off from Canada fully the four million bushels of crop surplus over last year's estimate, and thus no one in touch with the linseed oil situation is to-day willing to predict lower prices, while for the immediate present the market is firm at the quotations of last week, viz.:

Linseed oil.	Per Imperial gal. Raw.	Boiled.
1-4 bbls. ...	$1.40-1.46	$1.42½-1.49
5-9 bbls. ...	1.39-1.45	1.41½-1.48

Turpentine Up, And In Firmer Market

Montreal.

TURPENTINE.—Firm market for turpentine, and increasing scarcity of this product in the South, are the market features in this direction this week. The outlook is said to be towards still higher prices. While it may be possible to purchase turpentine for immediate needs and in small bulk at prices equal to the higher quotations of the past week's report, there are very strong views held to the effect that even these prices are low, and that it is, in fact, not possible to get turpentine laid down in Montreal in decent-sized lots at less than 68c per Imperial gallon car-load price, the figure 68c being the high quotation for turpentine to the retail trade last week. Pending the definite development of the much firmer tone noted, some vendors had not changed their quotations of last week, but the majority of merchants quoting gave from two to four cents higher in price for this week, making the range as under for quantities and the price to retailers requiring small supplies from 73c to 75c per Imperial gallon:

Turpentine.	Per Imp. gallon.
1-5 bbls.	$0.66 to 0.70
5-9 bbls.	0.64 to 0.68

White Lead In Oil Has Declined 50c

Montreal.

WHITE LEAD IN OIL.—Owing to the declining tendency in pig lead, and in spite of the uncertainty in linseed oil, the market for white lead in oil has registered a further decline this week. The drop is 50c a hundred pounds. Of late there has been a hand-to-mouth condition of market as to buying of white lead in oil, the price being considered high for the purchasing of more than requirements from time to time. The decline may bring about heavier demand. It is pointed out by an expert on paint trade products that while white lead prices may be high in terms of dollars and cents, they are low in terms of country produce—a farmer being able to get more white lead for a given quantity of say, butter, cheese, or eggs, than he could in the days before the war for the same quantity of these country products. The new prices on white lead in oil are as follows: Government standard white lead in oil, in five-ton lots, $17 per 100 lbs.; in one ton lots, $17.30 per 100 lbs.; in lots of less than one ton, $17.60 per 100 lbs.

Advances In Glass Have Taken Place

Montreal.

GLASS.—There have been changes in the price of glass. As pointed out in HARDWARE AND METAL recently, the market for glass has been steadily firming owing to labor shortage, fuel and material cost, etc. The following new list and discounts apply in Montreal now:

Glass, per 100 feet— Bracket—	Single thick	Double thick
25"	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	...	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 20%. Retail hardware 25% off.

Putty Market Firm For The Time Being

Montreal.

PUTTY.—With the market for linseed oil in a condition of uncertainty, there are doubts as to the probabilities in regard to putty, and the market tone is inclined to firmness for the present. Should linseed oil eventually come into decidedly easier market, it might have the effect of reducing quotations for putty, though this is considered unlikely at time of writing. Putty quotations remain as mentioned last week as follows: Standard putty bulk, in barrels, in 5-ton lots, per 100 lbs., $3.25; in 1-ton lots, per 100 lbs., $3.40; in lots of less than a ton, per 100 lbs., $3.60.

Prepared Paint Market Keeps Firm

Montreal.

MIXED PAINTS.—The market for mixed paints remains steady at the quo-

When You Total the Year's Paint Sales

Is the result one that pleases you? Or do you feel that you are not doing as well as you should?

A frequent turnover of your stock is most important in the successful conduct of a paint department—in fact, it is absolutely essential.

B-H "ENGLISH" PAINT
70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

is sold nearly every day of the year.

It is more widely advertised than other paints, and because of this publicity and the intrinsic merit of the paint itself, is better known and more frequently purchased than any other.

B-H "English" Paint, is in consequence, the logical paint to sell if you desire steady sales and good-looking figures on the right side of the ledger.

We would like to hear from a progressive merchant in any town where we are not represented.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

tations and under the conditions mentioned last week. It is not considered at all likely that there will be any lower prices to quote for mixed paints for spring, 1918. At present some good spring bookings are being made at present prices, which are in relation to the advances of other goods known to country and city commerce quite reasonably low. With the cost of containers as well as of ingredients still decidedly high, and on the firming trend in many cases, the chances of lower-priced paints are considered small for some time to come, short of some quite unforeseen eventuality.

TORONTO

TORONTO, Oct. 11.—Of prime interest in the paint trade during the week has been the decline in white lead in oil amounting to 50c per hundred pounds and the peculiar situation with respect to linseed oil. While sales of linseed oil for future delivery have been quoted considerably lower in large quantities by the crushers, the spot situation is somewhat strong, owing to the inability of crushers to get seed. This hold-up in seed has been caused partly through the strike at the elevators at Fort William and partly through lack of sufficient lake transportation. As a result some of the dealers have withdrawn from the market temporarily, as their stocks of linseed oil are light. Glass is in firm position. Demand on mixed paints is reported as improving for the fall trade.

Peculiar Situation In Linseed Oil Market

Toronto.

LINSEED OIL.—A peculiar situation has developed in the linseed oil market during the week in that future oil is quoted lower by crushers to the extent of 10c per gallon over last week, still there is a scarcity of spot stock oil and some dealers have withdrawn from the market entirely for the present. Crushers are finding it difficult to get supplies of seed owing to the recent strike at the head of the lakes and also inability to get lake space. Now that the strike has been settled it is expected conditions will take a turn for the better. Some jobbers reduced their quotations during the week from $1.49 to $1.42 per gallon in single barrel lots. Concerns who were quoting on the basis of $1.40 last week have withdrawn from the market temporarily. One concern was still quoting on the basis of $1.49. The net result of the condition is that for the time being the lower quotations on oil have disappeared and the range is narrowed from $1.42 to $1.49. In the flaxseed market at Winnipeg, there was a decline of 14½c per bushel on the October option during the week, making the quotation on Wednesday of the present week $2.92½. December option is quoted down to $2.77½. With wheat at $2.21 per bushel, flaxseed is considered a cheap commodity comparatively at prevailing prices. There has been a fair demand for oil during the week. With better arrivals of seed easier prices on oil should be in order.

	Raw, per 9 lbs.	Boiled, per 9 lbs.
1 to 2 bbls.	$1.42-$1.49	$1.44-$1.52
3 to 5 bbls.	1.41- 1.48	1.43- 1.51
6 to 9 bbls.	1.39- 1.46	1.42- 1.49

Turpentine Firmer; Advances Recorded

Toronto.

TURPENTINE.—There was a firmer position throughout the market for turpentine during the week, due to advances which took place in the primary market at Savannah. Advances in the latter market during the week amounted to 1½c per gallon. Wholesalers in certain instances advanced their prices 1c per gallon, thereby increasing the range from 66c to 71c. While quotations were made as low as 66c at the time of writing, intimations were made by the dealers that their prices would in all probability advance before the week was out. There has been a fairly good demand for turpentine during the week.

	Imp. gal.
1 barrel	$0.66-$0.71
2 to 4 barrels	0.65- 0.70
5 gallon lots	0.74- 0.79

White Lead In Oil Declines 50c Hundred

Toronto.

WHITE LEAD IN OIL.—Lower prices on white lead in oil were made effective during the week, the decline amounting to 50c per hundred pounds. Selling prices are accordingly now at $17.50 per hundred pounds in ton lots and $17.80 in less than ton lots. The decline follows a sagging tendency in the pig lead market. Demand for white lead in oil is reported as somewhat light.

Mixed Paint Demand Reported Improving

Toronto.

MIXED PAINTS.—With continued good painting weather manufacturers report the demand so far this fall has been quite satisfactory, in one instance a considerable improvement being recorded over the sales to date as compared with last year. Prices remained in a steady position with no indication of a change in the near future.

Glass Prices Are In Firm Position

Toronto.

GLASS AND PUTTY.—A firm position in the local glass market was maintained during the week. Further advices from the manufacturers to wholesalers intimated that there was a strong probability of additional advances being recorded in the near future over the one noted last week. Wholesalers have their old contracts pretty well cleaned up, it is understood, and any new purchases that are made will have to be on the higher basis. Intimation is made by wholesalers that there is strong probability of prices being advanced in the not distant future. Plate glass and fancy glass remained unchanged. Quotations on window glass is still being made at 50 per cent. off list and 40 per cent. on cut lights.

Putty prices remained unchanged at those given in current quotations.

Wood Alcohol Goes To Lower Levels

Toronto.

WOOD ALCOHOL.—As the result of lower quotations recently made by manufacturers of wood alcohol, wholesalers in some instances reduced their prices during the week 40c per gallon, making the low quotation $1.75 per gallon. High quotations ranged to $2.15 in single gallons. Demand for this product has been somewhat light.

WHOLESALE HARDWARE ASS'N MEETING

C. A. Whitwam

The annual meeting of the Canadian Wholesale Hardware Association was held in Montreal last week. Officers for the ensuing year were elected, much business was transacted and a general discussion of trade problems took place. Following last year's procedure the usual banquet was not held. The office of vice-president was the only one to be changed from last year's officers. Accordingly the officers for the coming year will be; President, Joseph W. Dowling of Caverhill, Learmont & Co., Montreal; vice-president, C. W. Whitwam, Hobbs Hardware Co., London; executive committee, George C. Davis of Frothingham & Workman, Montreal; H. Edmund Dupre of Chinic Hardware Company, Quebec; Norman Howden of D. H. Howden & Co., London, Ont.; Robert Starke of Starke, Seybold & Co., Montreal; Thos. M. Birkett, Jr., of Thos. Birkett & Sons, Ottawa; secretary, James Hardy, Toronto.

NO OIL SHORTAGE

That there is not the slightest danger of a deficiency in the supply of either of crude oil or its products, kerosene and gasoline, for the use of the Entente Allies in the war, is the opinion of A. C. Bedford of New York, President of the Standard Oil Company who recently expressed that conviction in an address delivered before the War Convention of the American Chamber of Commerce. Mr. Bedford pointed out that the United States was consuming crude oil at the rate of over 330,000,000 barrels a year while the annual production in that country amounts to 312,000,000 barrels. In addition there was in storage in the United States on July 1, 164,590,942 barrels of petroleum.

"It will thus appear" added Mr. Bedford, "that, with the stocks above ground and given the present rate of production and consumption, the supply is sufficient to insure us having enough oil for at least the next five years, provided production is fairly maintained."

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 10%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. ....$1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 40
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$10 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52		....	....
60		....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	38 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

MOORE'S

House Colors

Get the Fall Fair to help you sell *Moore's* House Colors

In your booth at the Fall Fair plan to set aside space for a good, snappy display of Moore's House Colors. Put it up to us to supply you with the necessary display cards, color cards, etc. This will not require to be a big display, and it will cost practically nothing.

Make it strong and effective and you'll feel the benefit of it not only this Fall, but next Spring as well.

Benjamin Moore & Company
LIMITED
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	4.00-4.20	
Cold blast, common ruby	4.00-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 39
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory, points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

AGGRESSIVENESS

The Canada Paint Agency With Our New Dealer Helps Will be the Means of Increasing Your Business

Let good paint business be the means of insuring for you a satisfactory balance sheet. There is more and bigger paint business to be had. Why not let your store handle it? We will get it for you.

Action in every business is absolutely necessary to its success. Let your business reap the benefit of our aggressive campaigns and increase your profits by being the agents for

CANADA PAINT

It is spreading all over Canada its protecting cloak of good business created by good goods. The paint of highest quality backed by a live and aggressive advertising campaign.

Your customers want Canada Paint, the paint that has built up its reputation on quality and merit.

By keeping property owners well posted of the high quality of all the Canada Paint products, the goods are actually sold from your stock without any effort on your part.

The most profitable agency to-day is the one you should handle. May we tell you of the many advantages of being a C.P. Agent?

The Canada Paint Co., Limited

Makers of the
Famous Elephant Brand White Lead

572 William Street - - - Montreal
112 Sutherland Avenue - - - Winnipeg

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30

Asbestos sheeting, (per 100 lbs.) $12 00 $15 00

Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 630 (230), each	5 65

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

A Free Offer

and one that will show you how to make a profit on your white.

If you are one of the Retail Merchants who are complaining about the fact that there is no profit in handling White Lead, we want you to know that there *is* a *profit* if you sell

PURE SUPERBA WHITE

The Best Blended Lead on the Market

And to prove it we will give you, FREE, with each 200 pounds of Pure Superba White you order, a 5-pound tin of Pure Superba White, which you can give to your painter customers to try out.

This is an opportunity to convince every practical painter in your district of the advantages of this High-Grade, Guaranteed Blended Lead. *It means a good profit to you.*

Prices are liable to advance any day, so send in your order now.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

—Per Dozen—	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks ....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.........42½-55c
4-ply wrapping, lb..........46 -58c
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. — Toronto

Barb	$5 80
No. 9 pl. galv	6 25
No. 12 pl. galv	5 40
No. 13 pl. galv	5 50
No. 9 coil sp	5 35
No. 12 coil sp	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

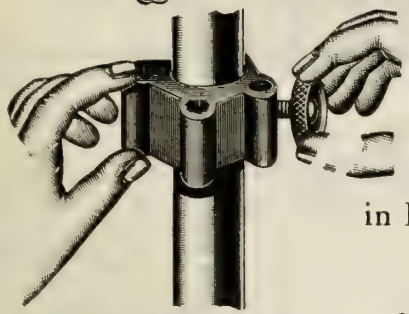
ZINC

For zinc products and zinc sheets See weekly report.

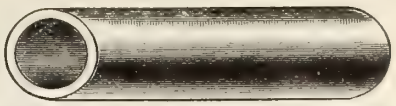
TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



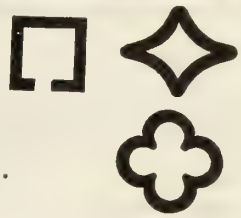
Patent Grip-Tight Socket



Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

Once A User of RAMSAY'S WAX Always A User

R A M S A Y S

R A M S A Y S

Decrease overhead expenses with the profits received from increased sales.

THE RIGHT WAX TO WAX RIGHT

Put up in sizes to suit all Requirements from the Smallest User to the Largest. ¼ lb., ½ lb., 1 lb., 2 lb., 4 lb. tins.

A. RAMSAY & SON CO., MONTREAL

TORONTO Established 1842 **VANCOUVER**

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs.	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 20%; retail hardware 25% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 80	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	17 30	17 50
Crown Diamond	17 30	17 50
Green Seal	17 30	17 50
Tiger Pure	17 30	17 50
Ramsay's Pure	17 30	17 50
Moore's Pure	17 30	17 50
O.P.W. Dec. Pure	17 30	17 50
Red Seal	17 30	17 50
Decorators' Pure	17 30	17 50
O.P.W. English	17 50	17 70
Elephant Genuine	17 80	18 00

B.B. Genuine Lead, less than tons, $20.05 Toronto; $18.85 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Price per gallon
Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. C.P.
Prices withdrawn.	
600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	....
50-lb. drums	....
25-lb. drums	....
1-lb. 100s, papers	0 60
½-lb. 200s, papers	0 62

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 65
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls.	4 30	5 00

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.
Pure Orange, gal., $4-$4.25.
Gum Shellac, TN, 66-70c lb.; finest orange, 72-80c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.75-$2.15

$4 extra for barrels
F.o.b. Montreal, Toronto. London.

DOUGALL
Linoleum Varnish

Linoleum can be made to last many years with the help of this Varnish. Easily applied and quick to dry (overnight), it will preserve the linoleum and add to its appearance. Tell your customers about it.

We have some special educational literature dealing with this varnish—Send for it—Free.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb., 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

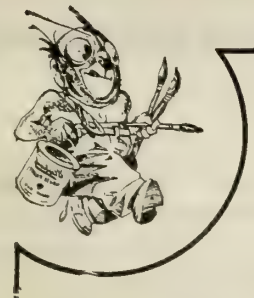
Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.



Stephens' SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Educate Your Customers?

There are a lot of people who use Kalsomine merely because they have always used it and are not aware that science has advanced the art of wall finishing.

Dealers would be well rewarded by earnestly and constantly educating their customers to appreciate the advantage of using a modern scientifically prepared wall finish like **SILKSTONE**.

SILKSTONE FLAT WALL COLOURS (**"smooth as silk—hard as stone"**) were originally made to replace Kalsomine and other unsatisfactory distemper colors, and to give all those who paint an interior wall finish easier to apply than Lead and Turpentine.

SILKSTONE is thoroughly and efficiently justifying its existence, and is favored among wall finishes throughout Western Canada.

Sell SILKSTONE to your customers. They'll surely decide that the SILKSTONE WAY is the ONLY WAY to finish their walls. You'll increase your business, satisfy your customers and make bigger profits pushing SILKSTONE quality wall finishes to the front.

Get in Touch with us if you haven't the Stephens' Agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

ELECTROS

COULD YOU USE THIS?

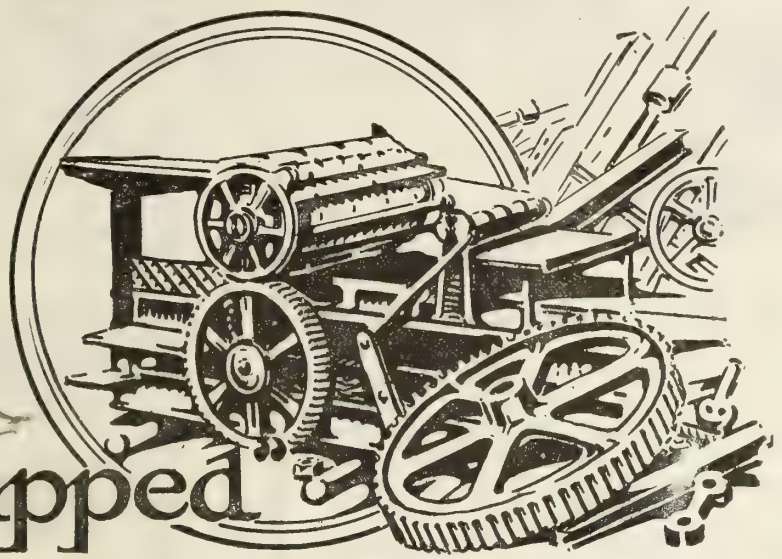
It is yours, nicely mounted on a wooden block, for 20 cents post paid.

Write for our catalog of over 300 others

Hardware and Metal, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

Out-of-date machinery, time-worn methods, inefficient systems, have no place in modern business. Competition demands that they be scrapped.



"Scrapped"

IT is an established practice to-day in manufacturing to discard or "scrap" comparatively good machinery, if it is found that a newer machine will accomplish better results more economically. Competition demands it. The cost of the new machine, however, is a good investment. It saves its price many times over in reducing labor, saving time and money, in addition to producing a product of better quality.

• • •

Extend the same practice throughout your establishment.

• • •

"Scrap" the time-worn method of handling business records by means of padded forms, duplicating books, loose sheets and carbons. It is inefficient, costly, and unnecessary.

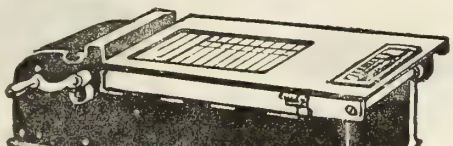
The "Shouperior" System of Autographic, Registers, for executing all kinds of business records, wherever they are required in multiple sets, is more efficient. It not only offers greater speed, convenience and economy, but ensures absolute protection of records

• • •

The "Shouperior" System can be adopted for use in any line of business. By manufacturers, wholesalers, or retailers

• • •

Various sizes and styles of registers are made which will produce at a single writing from two to a dozen legible copies of the original entry made by either pen, pencil, or typewriter. Assembling of forms, blanks, carbon paper, etc., is entirely eliminated—the execution of one set of forms automatically preparing the next set, carbon paper and all. In fact, all detail is eliminated except the actual writing itself.



SHOUPERIOR
Autographic Registers
A System for Executing Business Records

Send us Samples of the printed forms for the system you are now employing. We will gladly submit for your approval a plan of operation by means of the "Shouperior" System. This will place you under no obligation. Drop us a line to-day. Literature upon request.

Autographic Register Company of Canada, Limited

ESTABLISHED 1883

Head Office and Factory: 10 St. Peter Street, Montreal, Que.

Branches: LUMSDEN BLDG., TORONTO. SOMERSET BLDG., WINNIPEG

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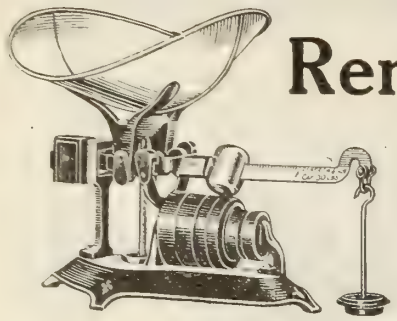

The

Renfrew

Household Scale

Capacity ½oz to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES

Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

247-255 Carlaw Ave., Toronto, Canada

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Machinists' Knife Handle Wrenches

This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman—What should be the character of this mind? —What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post of Canada

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants**, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a bett business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail the attached coupon.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto

.....1917

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address.....

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

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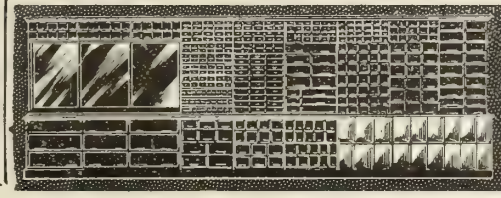
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

OVER 50,000 COPIES PER MONTH

Canadians

should be thankful that our Country has a Canadian Magazine fit to take its place in the company of the big American magazines — a magazine equalling in interest and literary merit the big magazines produced in a Country of 100,000,000, where it is possible to obtain $1,000 to $5,000 a page per issue or more for advertising space.

THE making of MACLEAN'S MAGAZINE month by month, year after year, has been hard labor. One difficulty was to get the right sort of matter—Canadian in origin and theme. A few years ago our country possessed few writers and artists of trained and high ability. To-day, thanks very largely to MACLEAN'S MAGAZINE, we have men and women writers and artists producing first-class work; they developed when they found a medium demanding a grade of work equalling the best contributors to American magazines. Also, the Canadian writers and artists who were finding a market for their wares in the United States turned to MACLEAN'S when this magazine showed itself to be a sufficient and creditable vehicle for their work.

The future has a good crop of A1 Canadian writers and artists in store, whose work will appear in MACLEAN'S; but consider these names of Canadian men and women who have already "arrived," and whose work appears in MACLEAN'S MAGAZINE:—

Sir Gilbert Parker,	**E. Phillips Oppenheim,**
Arthur Stringer,	**Peter McArthur,**
Arthur E. McFarlane,	**L. B. Yates,**
Stephen Leacock,	**Geo. Eustace Pearson,**
Robert W. Service,	**W. A. Craick,**
Alan Sullivan,	**H. F. Gadsby,**
Agnes C. Laut,	**C. W. Jefferys,**
L. M. Montgomery,	**J. W. Beatty,**
"Janey Canuck,"	**Arthur William Brown,**
A. C. Allenson,	**Lou Skuce.**

These are some of the names of Canadian men and women—writers and artists—who are doing work of the highest class, acceptable to the hardest-to-get-into publications of the United States. Ten years ago such a Canadian galaxy had no existence.

BESIDES these professional writers and artists—men and women who depend on their pen and pencil and brush for their livelihood—is a big host of others who write only when successfully urged to do so—because they have something to say that is worth saying. These are usually men in a big way of business, or professional men at the top of the ladder, or men and women doing unusual work of a most important sort—often obscurely because they are not self-trumpeters of their achievements or labors. For example, such men and women as:—

THE LATE SIR MORTIMER CLARK
JOHN BAYNE MACLEAN
ERMAN J. RIDGWAY
LORD NORTHCLIFFE
JOSEPH MARTIN, M.P.
BILLY SUNDAY

All these have contributed under their own name or a nom de plume to MACLEAN'S MAGAZINE in the last 12 or 15 months, recognizing that this magazine can give their messages to the whole nation, and to a class of persons whom they wish to reach.

NOBODY who knows MACLEAN'S would ever call it a story magazine, but rather a national magazine—almost a news magazine. Stories there are in every issue—enough of them to satisfy the right and natural desire for romance, adventure, achievement, business, love and intrigue. But the greater part of the contents of every issue of MACLEAN'S MAGAZINE may be called **NEWS**—NEWS of men and their work and triumphs; news of the nation's work and workers; news of discoveries; news of movements; news of politics; news of the builders and building of Canada. MACLEAN'S, as Canada's National Magazine, prepared for thinking and intelligent men and women, must be an informative and interpretive magazine, must mirror national opinion, record national affairs and developments, and be the **VOICE** of prophets, statesmen and leaders. MACLEAN'S is a magazine of to-day—a newspaper of a sort, dealing with big news passed over by daily newspapers whose function is the recording of the day's news—passing news; and who leave the fuller statement—the summed-up presentation of things they can but touch on—to MACLEAN'S MAGAZINE.

A Magazine *of* Power

News features of MACLEAN'S MAGAZINE greatly liked by its 50,000 readers are

The Business Outlook—article.
The Investment Situation—article
The Review of Reviews Department.
The Nation's Business.
Women and their work.

These are regular department features appearing in every issue of MACLEAN'S. They are of the nature of surveys or digests, and perform a service welcomed and praised by all readers who aim to keep themselves broadly informed concerning what's doing in Canada and what's being thought and said and done the wide world over.

REVIEW of Reviews is the outstanding feature of MACLEAN'S, in that it gives the best articles, in condensed form, from the best magazines of the world. A staff of trained people read and study the contents of all magazines and select for each issue of MACLEAN'S twenty or more articles which mirror the world's progress and present the changing aspects of world opinion.

IN rounding out this presentation of Canada's National Magazine a brief reference may be made to one large and discriminating and important class of contributors to it—advertisers. Literally hundreds of them employ MACLEAN'S for their advertising, to reach the influential classes represented by MACLEAN'S list of subscribers, and because they get national publicity economically. These makers and producers of goods of national consumption appreciate the fact that a select circulation of 50,000 gives them, among the most important families of Canada, strong local publicity as well as broad national publicity, and that retail distributors are both canvassed and assisted by their national advertising in MACLEAN'S MAGAZINE. They recognize that $1,000—$3,000 invested in space in MACLEAN'S MAGAZINE to buy 365-day national influence is dirt cheap publicity.

THIS is but condensed presentation of MACLEAN'S MAGAZINE. Very much more can be said about its editorial policy and character, about its making, about its quest for and development of new contributors, about the policy that keeps canvassing methods and advertising columns clean, about the hearty approval of subscribers of MACLEAN'S MAGAZINE, about the significance of 50,000 circulation, about the wisdom of doing a "little advertising in a few magazines" as an initial step in national advertising plans; about the advertising of MACLEAN'S MAGAZINE in all the MacLean Publishing Company's list of business and technical newspapers, about the influence of MACLEAN'S MAGAZINE on distributors.

But time and space forbid here and now a continuation of the MACLEAN story. What is enough to be impressed is—

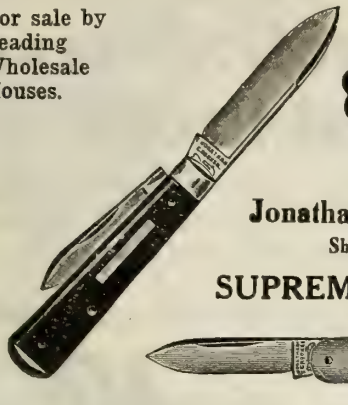
MACLEAN'S MAGAZINE

Canada's National Magazine

143 University Ave., Toronto

Union Trust Bldg., WINNIPEG Boston New York Chicago London, Eng. Southam Bldg., MONTREAL

For sale by Leading Wholesale Houses.



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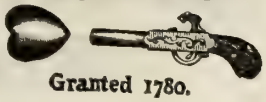


Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

There's Nothing Like Selling the Best of Everything So Include "Brantford"

ALL-AROUND

GLUE

IN PACKAGES

When you sell "Brantford" Glue you know you are sure of pleasing your customers. Sold in ¼, ½ and 1-lb. packages.

Canada Glue Co. Ltd., Brantford, Ont.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO

5 Queen Street Tel. Main 4308
MONTREAL

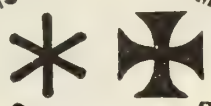
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY**

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

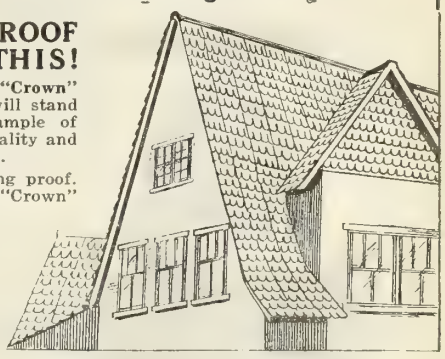
McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.

"Crown" Metal Shingles

HAVE YOUR ROOF LOOK LIKE THIS!

Your own roof made of **"Crown" Sheet Metal Products** will stand out as a superior example of construction in your locality and pull business your way.

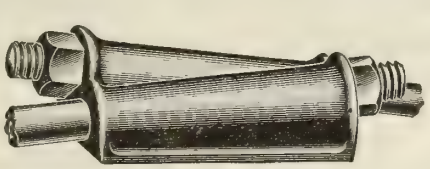
Fire, water and lightning proof. Big profits selling "Crown" Sheet Metal Products.



McFarlane-Douglas Company, Limited
Ottawa, Canada

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.

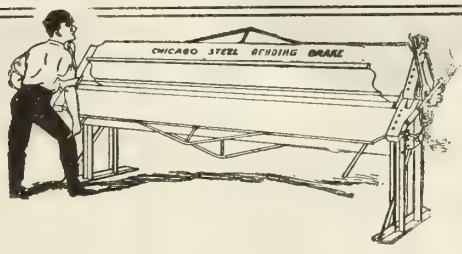


Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

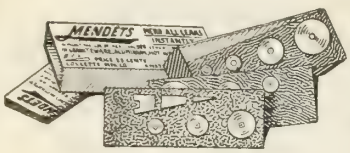
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

Every Housewife is a Sure Buyer of

MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

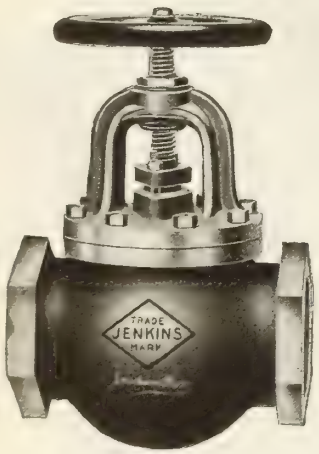


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

If interested, tear out this page and keep with letters to be answered.

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.
The Owl Metal Co.
Limited
WINNIPEG, MAN.

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

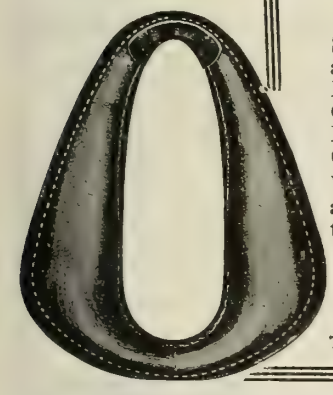
QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

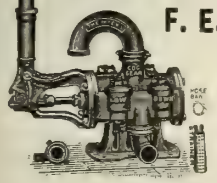
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for boo let.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

BRIGHTEN UP Your Local Advertising with Illustrations

20 Cents Each Post Paid

All Orders Filled Promptly

Our electro service will help you to do this at moderate cost.

Write for free Catalog
HARDWARE AND METAL
143-153 University Ave. Toronto, Can

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,
Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain

Toronto

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

If interested, tear out this page and keep with letters to be answered.

"I have entered a new world"

"PERHAPS I had to reach my fortieth year to waken up. But whether or not that is the explanation, I have entered a new world of interest and advantage. I read daily newspapers, of course, but I now read THE FINANCIAL POST, and I am frank to say that this weekly newspaper has given me a new consciousness—a new horizon. It has admitted me to a brand new world."

So spoke an ordinary man—perhaps an average man. He was concerned for half a life-time with the things of his daily life, and felt small impulse to become acquainted with a wider, richer realm—the world that bankers, financiers and big business men live in. He did not see that the world of these men was also his world.

By chance, as it were, he became acquainted with

The Financial Post
Of Canada

So his worlds of interest and knowledge were enlarged and his capacity and desire for the kind of news and information provided by THE FINANCIAL POST were enlarged.

The $3.00 a year that it costs him to subscribe to THE POST counts for nothing; what does count is the growing bigness of this man—growth at $3.00 a year!

NO matter what your age or business, THE FINANCIAL POST is for you—to enrich your mind, to deepen your thinking, to broaden your field of knowledge and endeavor.

THE FINANCIAL POST OF CANADA 1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address .....

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

POULTRY LEG BANDS & EAR TAGS FOR STOCK

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.

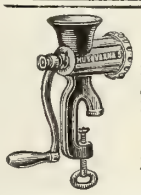
THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

THE BEST TRADE Sell The Best Made.

ADDRESS

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins. Leather Shoe and Overshoe Buckles, Felloe Plates.

TWEED SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd.,
145 St. James Street, Tweed, Ont.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Anticipate your Christmas Show Card Needs

Write W. H. STEVENSON
Stevenson Bldg., Toronto

Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL

143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

If interested, tear out this page and keep with letters to be answered.

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Who Supplies the Sewer Pipe To Your Town?

Let us help you to get a share of the business of supplying Sewer Pipe to your municipality. We can help you to keep a good slice of the profit in your own town instead of letting it all go to outsiders. Let us know the requirements and we will quote you favorable prices on first quality pipe.

"AKRON" Sewer Pipe. All sizes, 2" to 36" Calibre.

Fire Clay or Shale Pipe. Made in Ohio.

"MIMICO" Sewer Pipe. All sizes, 4" to 24" Calibre Shale Pipe. Made at Mimico.

Get our prices on Drain Tile, which is being used by a larger number of farmers each year.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED—HARDWARE MAN FOR RETAIL only; must be fair salesman and window dresser. Ambitious beginner with couple years' experience would do. Box 496, Hardware and Metal.

FOR SALE

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

HAVE 200 CASES AMERICAN BLUED CANada plates for sale. J. A. Brownlee & Co., London, Ont.

ORDINARY CANADA PLATE, ENGLISH make—25 cases 18" x 24", $13.00 per case. Duncan Munn, Ripley, Ont.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

POSITION WANTED

POSITION WANTED AS MANAGER OF REtail hardware store or travelling salesmen, Alberta or British Columbia preferred. Address Box 495, Hardware and Metal, Toronto or Winnipeg.

WANTED

WANTED TO BUY—GOOD, LIVE ONTARIO hardware business, or would take interest in live business and assume management if owner wished to retire from active duties. Address Box 494, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

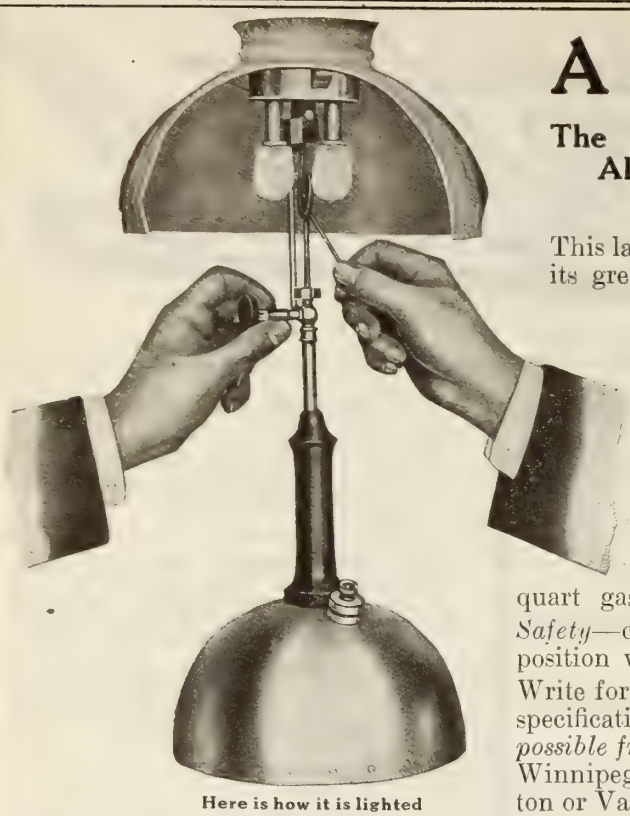
WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!

The Lamp that threw the Alcohol Torch into the discard.



Here is how it is lighted

This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

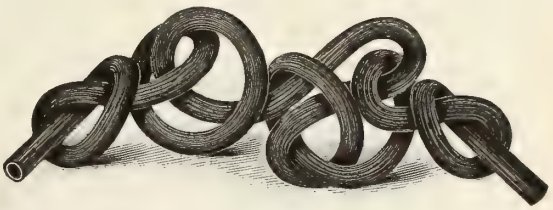
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity. Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

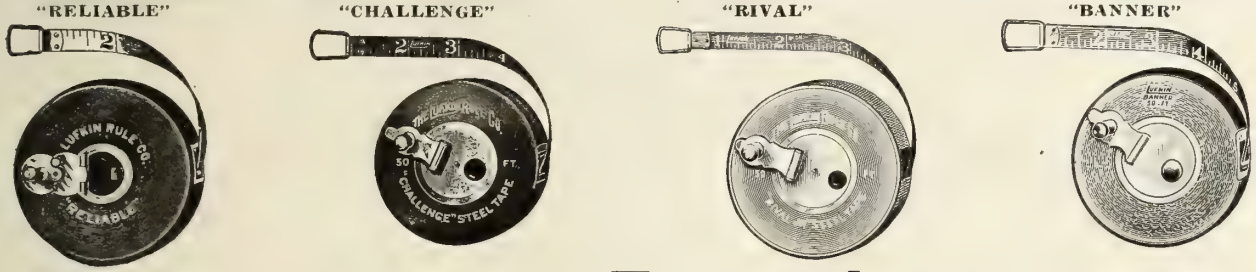


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"



Everybody Knows These *LUFKIN* Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue — THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. — Stocked by all jobbers.

TINKER TOM'S TALKS.

Talk Number One Hundred and Nineteen

Winter will soon be with us again and old man "Embargo" will be on the job. Really, the only safe way is to order a few bundles of "PREMIER" from your jobber now. Later he may not have the stock, or the Railroad may get stuck again. Safety first or "Prenez garde," as they say in Montreal.

TINKER TOM.

Look for Talk No. 120 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

CANADIAN WM. A. ROGERS LIMITED 1881 (R) ROGERS (R) A1

SILVERWARE

Announcing

The Rideau

It is fitting that our newest pattern should be named in honor of Rideau Hall, the historic residence of Canada's Governor-General, situated on the banks of the Ottawa River. The classic lines and simple ornamentation, together with the high standard quality of the "1881" brand, will create an active demand for the Rideau.

In cabinets or in boxes.

We will appreciate your orders.

CANADIAN WM. A. ROGERS, LIMITED
TORONTO

HARDWARE AND METAL

Vol. XXIX
No. 42

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

October 20
1917

The Quality Never Changes

It's Still 100% Pure

Big Advertising Backed by Unsurpassed Quality

PUTS

MARTIN-SENOUR PAINTS AND VARNISHES

IN THE LEAD AS BUSINESS GETTERS

No Better time than Now to get details of our Profitable Proposition Write!

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

Gives Years of Continuous Satisfactory Service—

WHILE mother is running the machine out of the garage the doors are locked securely open by STANLEY GARAGE DOOR HOLDERS No. 1774. No chance for a brisk Fall breeze to swing the door a crashing against the car. A pull on the chain by the youngest of the family easily shuts the door.

STANLEY GARAGE HARDWARE

is the necessary equipment for every modern garage.

STANLEY Garage Hardware is made by the oldest and largest manufacturers of wrought steel hardware in the world and is designed especially for garage use.

STANLEY Hinges and Butts make certain that the doors will swing easily and will stay weather tight.

STANLEY Bolts fasten the doors shut securely.

STANLEY Latches and Pulls are well proportioned, strong, and convenient to operate.

STANLEY Garage Hardware is well known; it has a splendid reputation and *is in demand.*

TO-DAY write for booklet "Selling More STANLEY Garage Hardware." It's prof.table reading!

The Stanley Works

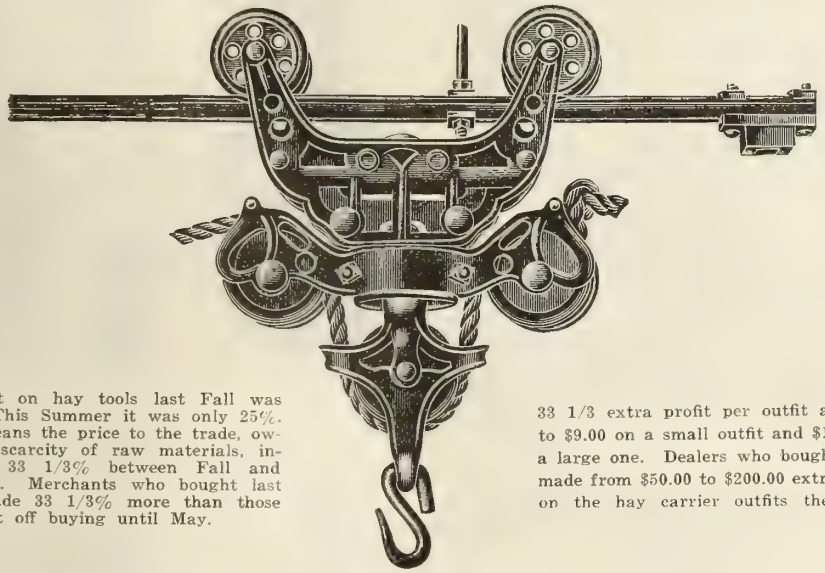
New Britain **Conn., U.S.A.**

Canadian Representatives:

A. MacFarlane & Company, Coristine Building, Montreal

BT Pumps Churns Washing Machines Hay Carriers
Ladders Barn Door Tracks Tanks Hog Troughs

$9.00 to $18.00 Extra Profits



Discount on hay tools last Fall was 40%. This Summer it was only 25%. That means the price to the trade, owing to scarcity of raw materials, increased 33 1/3% between Fall and Summer. Merchants who bought last Fall made 33 1/3% more than those who put off buying until May.

33 1/3 extra profit per outfit amounts to $9.00 on a small outfit and $18.00 on a large one. Dealers who bought early made from $50.00 to $200.00 extra profit on the hay carrier outfits they sold.

Buy Your Stock on Hay Tools Now

Because of the shortage of steel and high price of malleable iron, prices are sure to go up again soon.

There will be a shortage of hay tools next year, just as there was a shortage this year and the year before. We will fill all orders in their turn. Those who order first will get their goods first.

July 1st terms are given on hay tools ordered now for delivery before May 1st.

You will make an increased profit of from $9.00 to $18.00 by ordering now, and you will be sure of your stock for the hay tool season next summer.

Order from our salesman or nearest branch.

BEATTY BROS., LIMITED

Fergus, Ont. **Winnipeg, Man.**
Montreal, Que. **Edmonton, Alta.**
St. John, N.B. **London, Ont.**

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

In Ye Old Days

a fire-place was absolutely requisite to a piping hot cup of coffee. To-day this luxury may be enjoyed in any place or clime by simply unscrewing the cover of a Universal Vacuum Bottle.

Universal bottles may be obtained with three nested cups in cover, making four in all.

The filler is sustained by a spring steel shock absorber which reduces breakage to a minimum.

Actual tests have proven that Universal bottles have the greatest temperature-retaining efficiency.

Demonstrate these wonderful qualities,—show off the beauty of the design and finish —sell more Universal bottles. By so doing you will make more customers and more money.

To insure delivery before Christmas we urge that you order at the earliest possible moment.

Method of nesting Cups in Cover—Quart size

Showing method of nesting Cups in Cover—Quart size.

LANDERS, FRARY & CLARK
New Britain, Conn.

If interested, tear out this page and keep with letters to be answered.

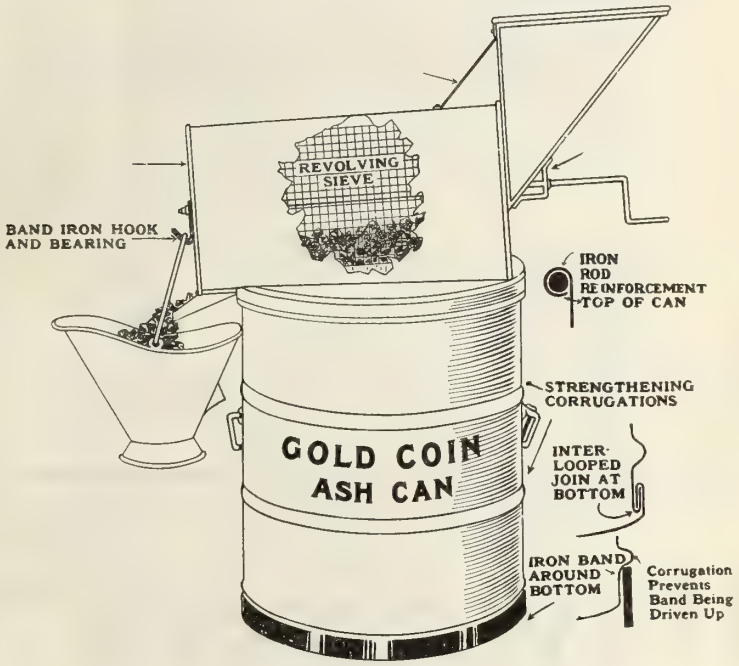
COAL AT $10.00 A TON

Means Big Sales of

Sifters and Ash Cans

If your purchases amount to a dozen or more of these sifters, we have a first-class proposition.

WRITE US FOR PARTICULARS



Nos.	NB18
Diam., In.	18
Height, In.	25
Weight per doz. lbs.	275

Gold Coin Ash Cans are a First-Class Medium Quality.

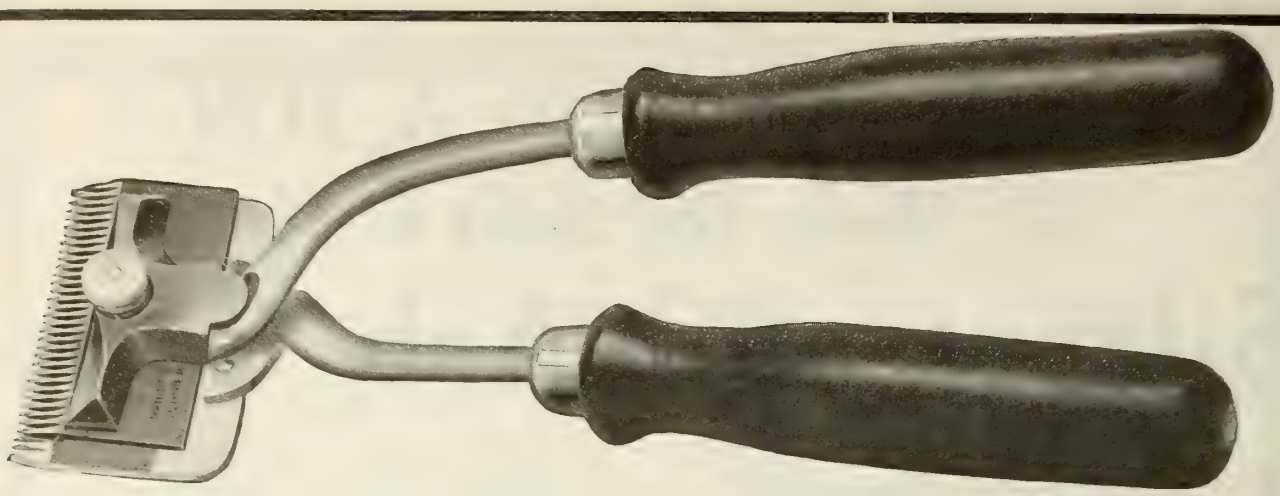
NO. 18 IS UNBREAKABLE.

Triumph Sifters Fit Both Cans.

Quick Service Mail Order Department

LEWIS BROS.
LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's "Canada"

Rotary Ash Sifter

This is a strong, substantial "Rotary" Ash Sifter, made of heavy steel, galvanized after being made up.

Will not *choke* with cinders.

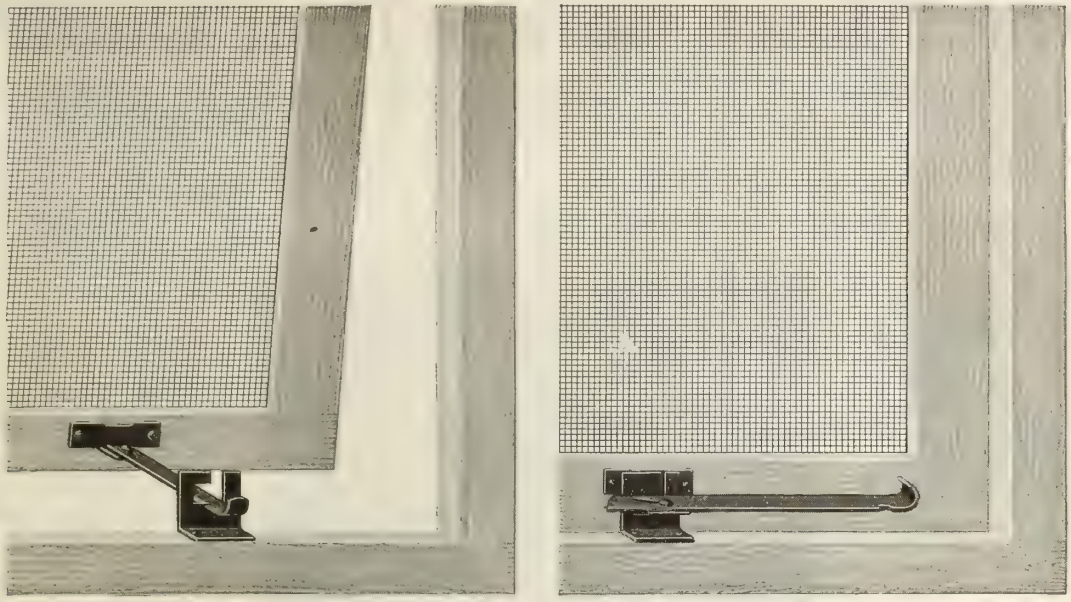
Now is the time to have a good stock of these on hand.

Order to-day to ensure prompt delivery.

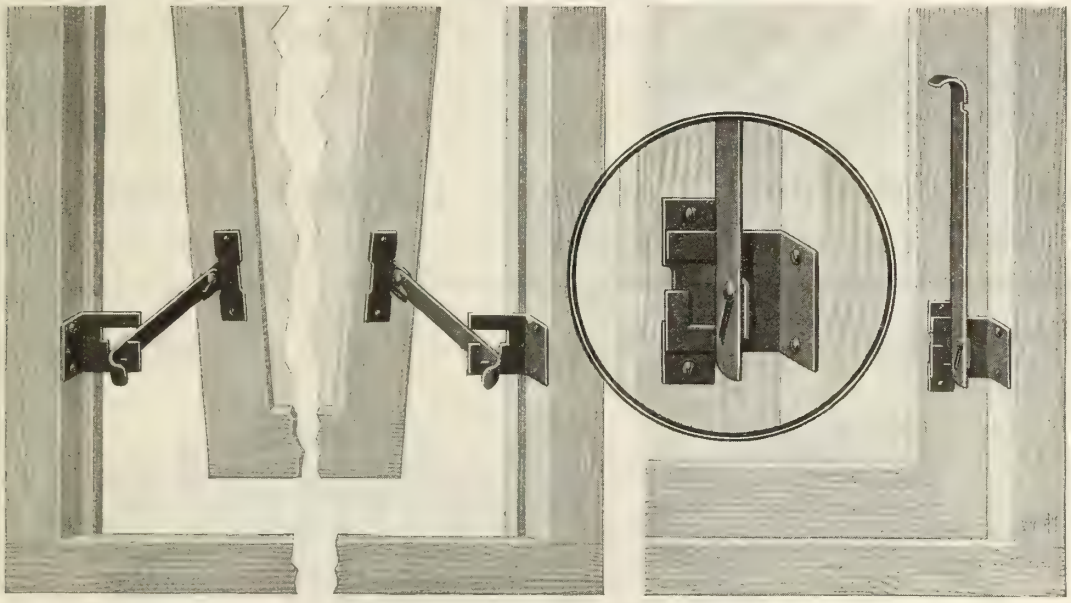
THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL WINNIPEG TORONTO

If interested, tear out this page and keep with letters to be answered.



WHEN USED ON SCREEN



WHEN USED ON STORM SASH

IT'S A NON-RATTLING SCREEN AND STORM SASH ADJUSTER

Consider what a big talking point that gives you—"it's a **non-rattling** fixture for holding open screens and storm sashes!" Can you imagine how well an argument like that will take with your women customers?

They're all looking for a non-rattling fixture. And they are just as seriously in the market for an adjuster that can always be depended upon to work properly, **a National Screen and Storm Sash Adjuster.**

A moment's study of the illustrations will show you why this fixture fits snugly and works silently, smoothly and without fail. All steel. Furnished in japanned or the famous National rust-proof **sherardized** finish. Packed by the pair in an envelope with screws and complete illustrated directions for attaching.

Write direct for prices.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

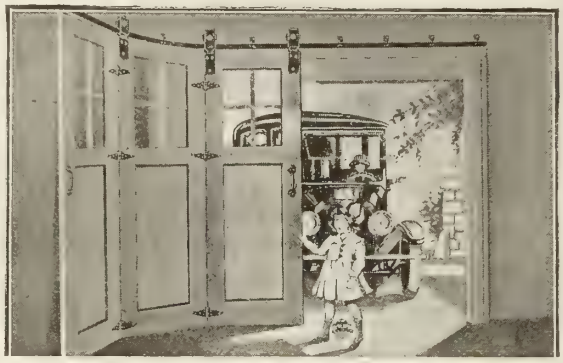
If interested, tear out this page and keep with letters to be answered.

The "Hatch Garage Door Outfit"

Makes the most used part of the garage a constant source of pleasure instead of annoyance.

The smooth sliding rollers hold the doors in place, takes the bind off the hinges, and the doors open and close with exceptional ease.

The single hinged door allows access to the garage without disturbing the other two.



No trouble with snow or ice, they in no way interfere with its working.

Don't wait. Be the first in your territory to show this outfit. There's a substantial profit in every sale.

Swing in to-day, write our Hanger Department for sales helps and Hanger Service.

Canada Steel Goods Company, Limited, Hamilton, Ont.

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

Plymouth Helps the Retailer

THE Advertising and Selling assistance which is offered to all Plymouth Rope dealers is of practical value and can be readily and successfully utilized by any merchant who is desirous of strengthening his sales and increasing his rope profits.

¶ Rope window and store displays bring your Plymouth Rope stock to the front—they attract attention, create interest and stimulate sales. Such displays are easy to install through the use of our display features—hank of Manilla hemp—Lithographed Window Cards and Plymouth Rope Sample Sign. Special rope literature for distribution and electrotypes for stationery, store papers and newspaper use are also furnished on request.

¶ Intelligent use of this advertising assistance will bring customers to you for Plymouth Rope. And if your rope sales are conducted on our price-per-foot plan, you can make an ***extra*** profit with more satisfaction to all concerned.

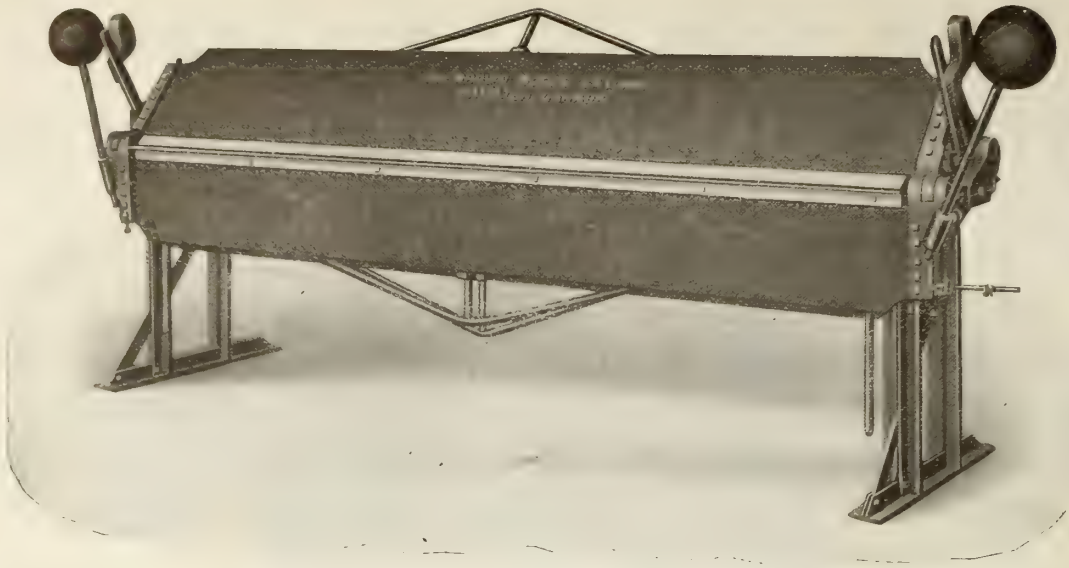
¶ Several thousand dealers have already adopted this retailing suggestion. If you would like to sell Plymouth Rope by the foot, write for necessary literature.

Plymouth Cordage Company

North Plymouth, Mass.
Welland, Canada

DISTRIBUTORS IN ALL LARGE CITIES

If interested, tear out this page and keep with letters to be answered.

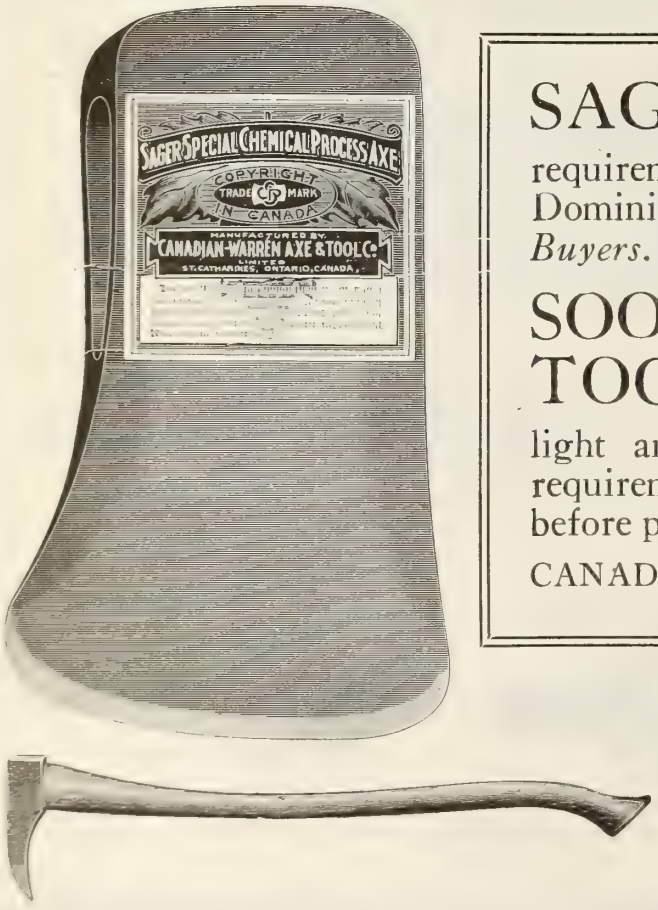


A B.B. Steel Brake Will Give You Satisfaction

IT IS DURABLE, EFFICIENT, INEXPENSIVE

A FULL LINE OF TINNERS' AND SHEET METAL WORKERS' TOOLS

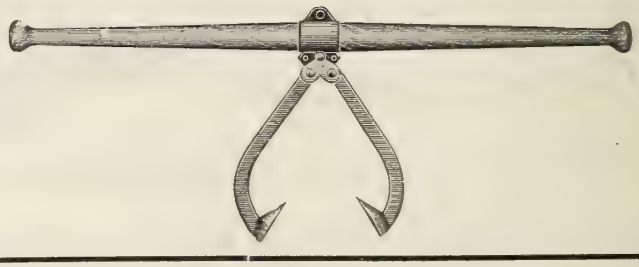
THE BROWN, BOGGS CO., Limited, Hamilton, Canada



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



If interested, tear out this page and keep with letters to be answered.

"TIGER" BRAND

PURE WHITE LEAD
IS THE LEAD TO BUY

The lasting quality of any paint depends on the quality of the lead used.

"Tiger" Brand has been the first choice of Canadian painters for the past fifty years.

PUTTY

Our putty is made from the best materials obtainable, by our own special methods of manufacture.

PACKED IN TINS, IRONS, BARRELS OR KEGS.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

"To Sell Files You Must Know Them"

We were impressed when reading this sentence recently.

The truth of it explains why some hardwaremen hold their tool trade against all comers.

They know the good qualities of every tool they handle.

To them "Famous Five" Files bristle with good points (figuratively as well as literally). They will tell you of their fine balance; of the hardness of the steel and the accuracy and sharpness of their teeth. The advice of these men is absolutely sound in regard to the best file to use for a job.

We are proud of the fact that all such hardwaremen sell "Famous Five" Files. They know them and specify them when ordering.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

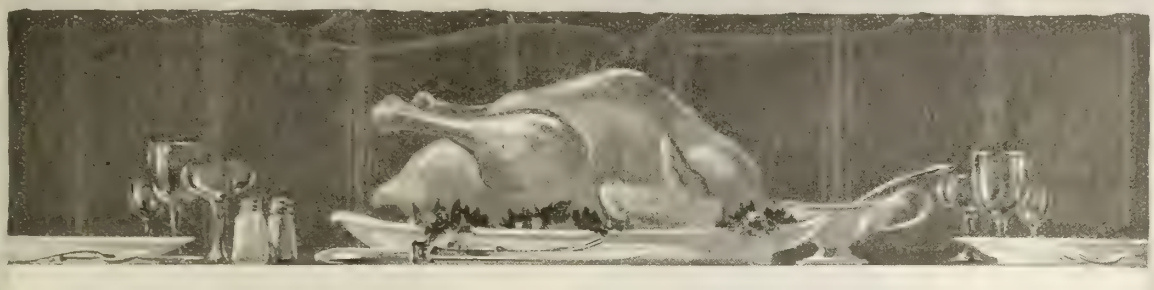
A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited
Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

THANKSGIVING



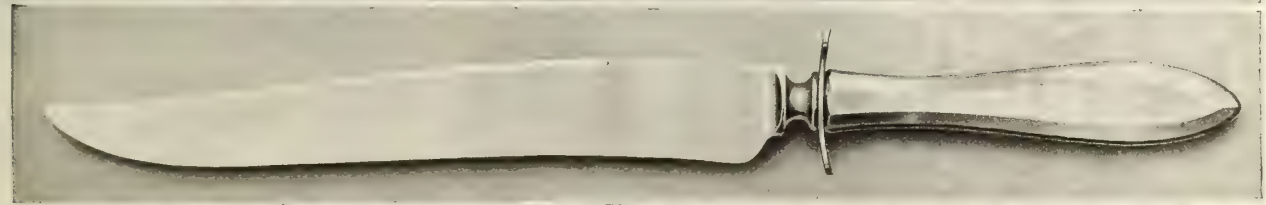
Replenishing Time

SILVERWARE, linens and other dining table necessities are now in popular demand. Special effort should be given at this time to interest consumers in

COMMUNITY PLATE

Make attractive window and counter displays. *(Write for our dealers' aids, furnished free.)* Carvers for the turkey should be featured. We supply them in two, three and five-piece sets.

ONEIDA COMMUNITY, Limited
Niagara Falls, Ontario



If interested, tear out this page and keep with letters to be answered.

DEALERS WILL FIND A READY SALE IN

"Reed's" Plastic Asphalt Roof Cement

A quick and permanent repair for Slate, Metal, Shingle and Composition *Roofs.* 25 years' continuous use has proven "Reed's" *Cement will do the work.* Simple to apply, will not Harden with cold or Run with heat. Always remains *Plastic.*

Order from your jobber or

GEO. W. REED & CO., Ltd.
Manufacturers
MONTREAL

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

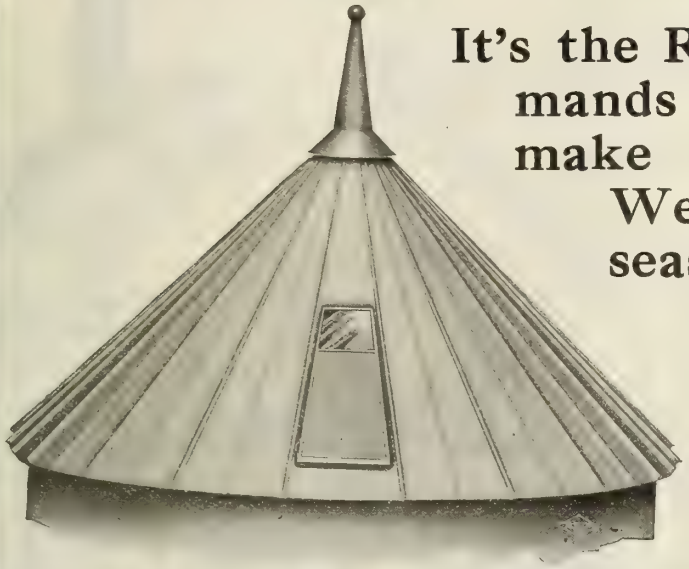
Agents: FREDERICK SARA & CO., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

EMPIRE SILO ROOFS



It's the RIGHT roof so it commands the Sales. YOU can make good money with it. We help you. NOW is the season.

Wide-awake farmers everywhere are now keen on getting a good silo roof. The educational campaign conducted to show him how it saves 15% to 20% of his silage is bearing great fruit. The "Empire" Silo Roof is right abreast of the demand. Its metal sections can be put up by any handy man. No rafters needed. It's fire-proof, neat, and will last as long as the silo.

Good money in it for the Dealer. Our commission is good. We help you by circularizing your prospects, attractive folders, and by prompt service. Get our Leaflets and Price List TO-DAY.

The Metallic Roofing Co., Limited

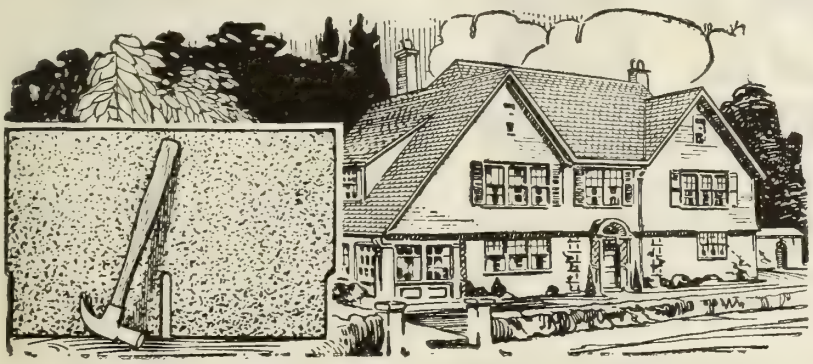
TORONTO MANUFACTURERS WINNIPEG

"The Greatest Roofing Development of the 20th Century"

NEPONSET TWIN SHINGLES

RED and GREEN Slate Surfaced

Here is a roofing you will get enthusiastic about—it adds pleasure to profit in the sale. Beautiful, durable and fire-resisting, the Neponset Twin Shingle is one of those rare lines which are quickly established, and once established, grow persistently in popular favor.



Dealers Are Enthusiastic

For prices, etc., write

BIRD & SON, Dept. V.
HAMILTON, ONTARIO

Warehouses: Winnipeg, Calgary, Vancouver, St. John, Montreal.

THE LARGEST MANUFACTURERS OF ROOFINGS, WALL BOARDS, AND ROOFING FELTS IN CANADA.

If interested, tear out this page and keep with letters to be answered.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

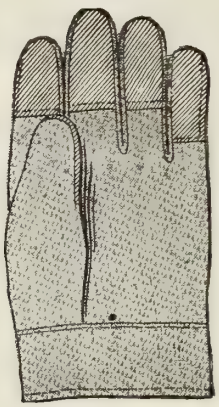
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

TAPATCO

REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company,

COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S. Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood Vallance & Adams, Ltd., Calgary, Alta.

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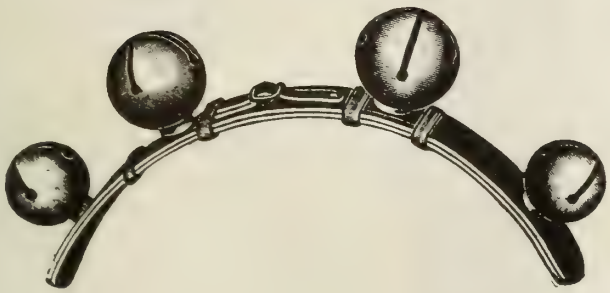
SLEIGH BELLS



Victoria Bells on Red or Black Leather Straps

Quebec Steel Bells on Black Leather Straps

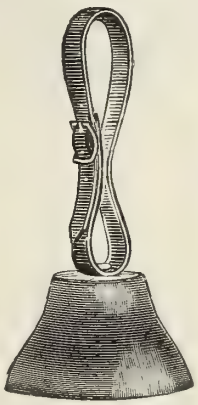
No. 28 N.P. Shaft Gongs

Saddle Gongs

Bell Metal Team Bells

No. 100 N.P. Shaft Gongs

No. 90 N.P. Shaft Gongs



Strapped Collar Bells

Back Straps Bells

No. 650 Top Shaft Gongs

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

PEERLESS PERFECTION

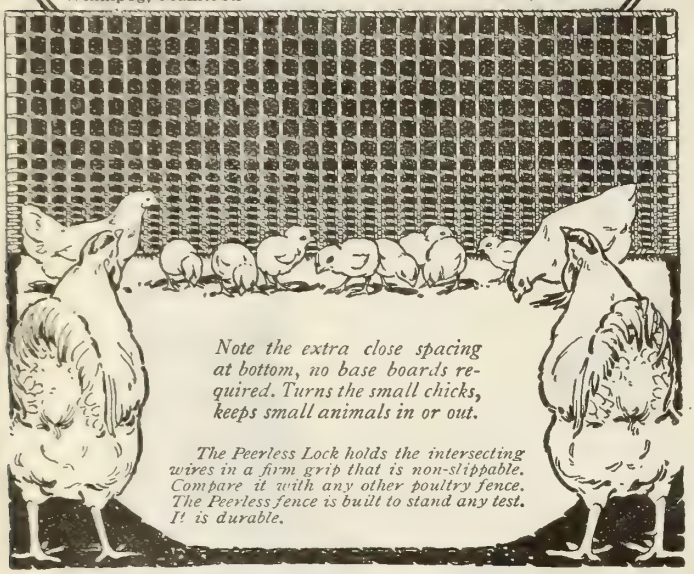
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

CANE'S Clothes Pins

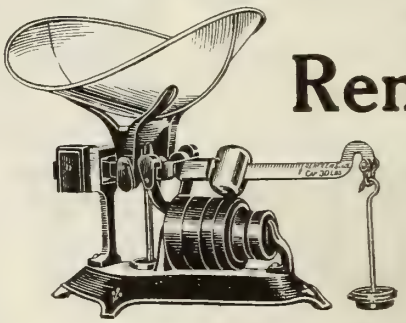
NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



The **Renfrew** Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

Polarine Packages that Build Business

There is a Polarine container with which you can meet the requirements of every customer for lubricating oil.

The gallon size, flat shaped can, is the one called for by many motorists. This flat shape with nozzle in the corner makes it convenient for pouring oil.

The special half-gallon size has the flat shape, too. It is intended particularly for Ford cars and will fit snugly under the seat. No car should go on the road without one of these half gallon cans filled with a reserve supply of Polarine.

The 12½ gallon steel keg makes it possible for you to sell the motorist who keeps his car at home in his own garage. It is equipped with a reversible plug faucet and does not leak or take up much room.

These containers make the Polarine line a clean, quick selling and profitable one for hardware dealers to build a business in Automobile Lubricants.

Polarine is manufactured in two grades—Polarine and Polarine Heavy.

Country wide advertising in newspapers, farm papers and motoring magazines is teaching the new army of motorists each year that Polarine is the best insurance they can have against motor troubles.

33 1/3 per cent. profit or more according to the quantity sold is the Polarine proposition which is influencing many hardware dealers to add our Automobile Lubricants to their stocks.

By stocking Automobile Lubricants you can get in touch with a larger number of Customers to whom you may also sell your regular Hardware line, which means still greater profit.

Write us at Room 704, Imperial Oil Building, Toronto, for complete information about our Dealer's proposition.

12½ gal. keg.

1 gal.

½ gal.

4 gal.

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

A Sign That Helps

Some of our customers find that the Hercules Dynamite sign, placed on the outside of their stores, helps to increase their sales of dynamite. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it.

If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

7 W. 10th Street

Wilmington Delaware

Hercules Powder Company
7 W. 10th Street, Wilmington, Del.

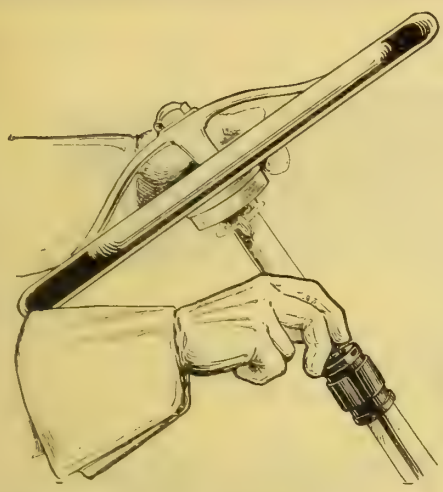
Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige.

Yours very truly,

Name _____

Address _____

AUTO ACCESSORY AND SPORTING GOODS SECTION



THE LITE-A-FORD

A Quick Selling, Highly Profitable Accessory for Ford Cars.
An Efficient Dimmer at High Speed.
An Effective Intensifier at Low Speed.
A Sure Prevention Against Burned Out Bulbs.

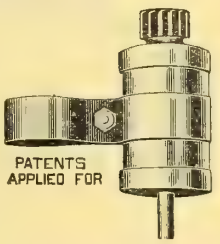
Any Degree of Light at Any Speed

Two of the most important problems confronting the Ford owner are efficient lights when negotiating bad roads at low speed and lights dimmed to legal requirements at high speed.

The Lite-A-Ford solves both automatically without any attention or effort on the part of the driver, and further, eliminates the trouble and expense of burned-out bulbs through excessive voltage at high speed.

The Lite-A-Ford is covered by a broad and positive guarantee that enables the dealer to refund the purchase price if not entirely satisfactory.

Consideration of the above details will quickly convince any live dealer that the Lite-A-Ford is an accessory that will return good profit on easy sales.

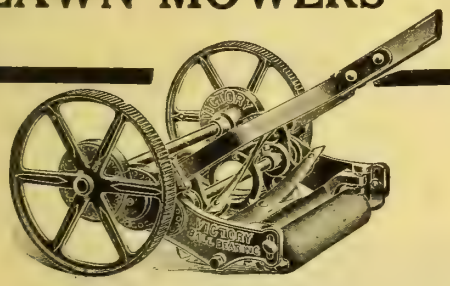


Write to-day for prices and terms.

HASTINGS MANUFACTURING CO.

206 MICHIGAN AVENUE - - HASTINGS, MICH.

TOWNSEND'S LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

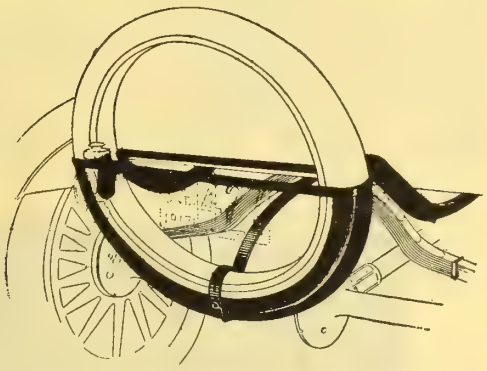
We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE NEW JERSEY

The "NIAGARA"

Rear Tire Carrier for FORD Cars



QUICKLY ATTACHED, without drilling any holes.
THREE ARM SUPPORT, ensures rigidity.
NO CHAFING, tires supported in pressed steel basket.
LOCK FURNISHED, for safety.
BRILLIANT FINISH, in Baked Black Enamel.
CARRIES DEMOUNTABLE rim or plain tire.
STOCKED BY JOBBERS, but insist on getting ours.

K NIAGARA
WHAT WE MAKE WE GUARANTEE
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.

AUTO ACCESSORY AND SPORTING GOODS SECTION

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

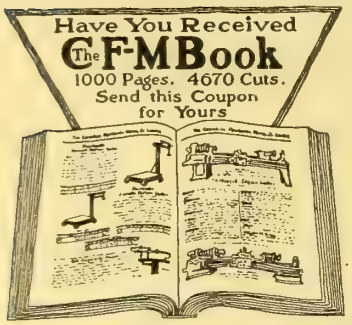
WINTER BUSINESS

Cold Weather Made Profitable

If You Stock

Fairbanks-Morse Automobile Accessories

Look at this partial list of Fairbanks - Morse Special Winter Goods that have become necessities as winter driving has become popular.



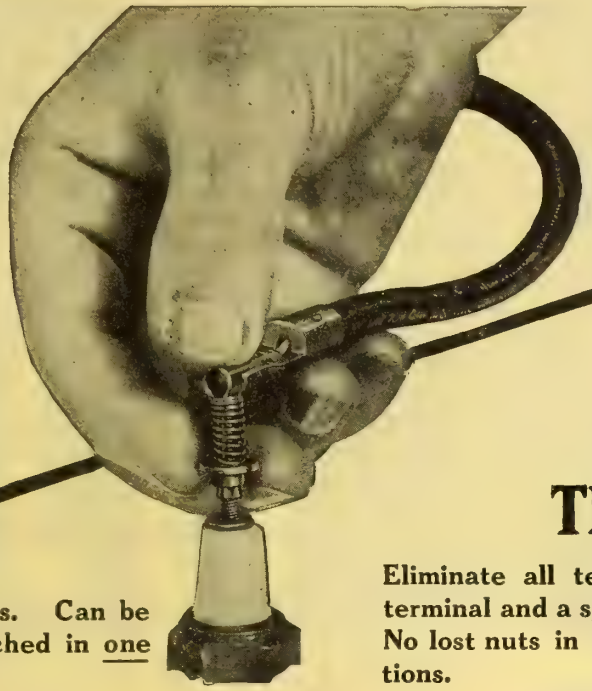
Disco Self-Starter
Conophore Lenses
Eveready Flashlights
Tire Inside Patches
Tire Saving Jacks
Presto Electric Heaters
Freezometers
Hood Covers
Pull-U-Out Auto Jacks
Tire Blow Out Patches
Weed Anti-skid Tire Chains
Genolite Lighting Systems
Automobile Storage Covers
Vulcanizers and Repairs
Aitchandee Shock Absorbers
Thermite Anti-Freezing Compound
Se-Ment-Ol Radiator Cement
Thermoid Brake Lining
Wonder Mist to preserve cars in storage
Car Heaters, Robes, etc.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Hamilton Windsor
Winnipeg Saskatoon Calgary Vancouver Victoria

AUTO ACCESSORY AND SPORTING GOODS SECTION

35c. each



No burned fingers. Can be attached or detached in one second.

The HANDY TERMINAL

Eliminate all terminal troubles. A cable terminal and a spark plug terminal all in one. No lost nuts in drip pan. No loose connections.

Most ignition troubles can be traced directly to loose connections caused by vibration and jar. The Handy can't work loose—the greater the vibration the tighter the jaws of the Handy grip—the better the electrical contact.

The jaws of the Handy are threaded on the inside and engage the threads of the Spark Plug Center bolt. To detach the Handy, simply raise the ring and lift off the terminal. Lifting the ring compresses the spring and releases the jaws. One motion does it. To attach the Handy, lift ring—slip jaws over center bolt nut and release ring. Either operation takes but *one* second's time. No pliers or tools necessary.

There are no loose parts to the Handy—no nuts to burn your fingers or to fish out of the drip pan. The jaws of the Handy grip along the entire length of center bolt.

The method of fastening the magneto cable is unique and insures a permanent connection. First, the ferrule (adjustable to any size cable), is fitted to the cable and tightened with your pliers. Then the stripped wire is threaded through the copper clip which holds it tight when compressed by your pliers. This gives you a firm, non-soldered connection that will not work loose.

The Handy is the last word in convenience and efficiency. Because they can't work loose you get maximum ignition efficiency at the spark plug.

The Handy Terminal is made in three sizes to fit *every* make of spark plug. They are a necessity for pleasure cars, trucks, motorcycles, motor boats, airplanes, etc.

Handy Terminals are sold by reliable dealers everywhere. If your dealers can't supply you—sent prepaid on receipt of price. In writing please give your dealer's name and name of spark plug used. Price 25c each. Use the convenient coupon *now*.

JOBBERS DEALERS GARAGEMEN

Here is a proposition that sells on sight because it meets a **real need.** They take up but little room, and you sell 4, 6, 8 or 12 at a time. If your jobber can't supply you, send us his name.

THE FRANCIS-RAND COMPANY

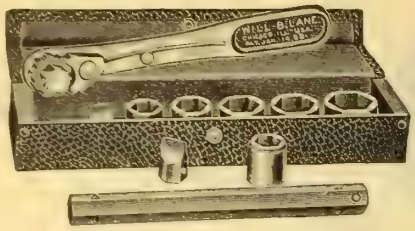
MANUFACTURERS OF

410 Erie Building

HANDY PRODUCTS

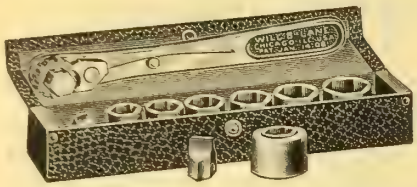
Cleveland, Ohio, U.S.A.

AUTO ACCESSORY AND SPORTING GOODS SECTION



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

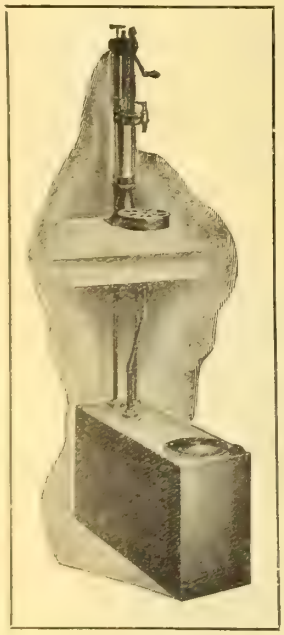
MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Montreal - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago, Ill.

BOWSER ESTABLISHED 1885



Cellar Outfit

Paint Oil Storage Systems

With the Bowser you are equipped to make a quick and permanent success of your paint oil department; replace the old, improper and dangerous, costly and uncertain methods of storage.

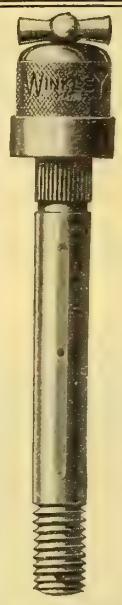
The Bowser is ready to take its place in your store, to reduce waste of expensive oils, abolish the fire hazard and gain the profit you are now losing.

Learn more about the Bowser. Write to-day.

S. F. Bowser & Co., Inc.

Sales Offices In All Centres TORONTO, ONT. *Representatives Everywhere*

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Plain"

"Oil Cup"

"Ratchet"

"D"

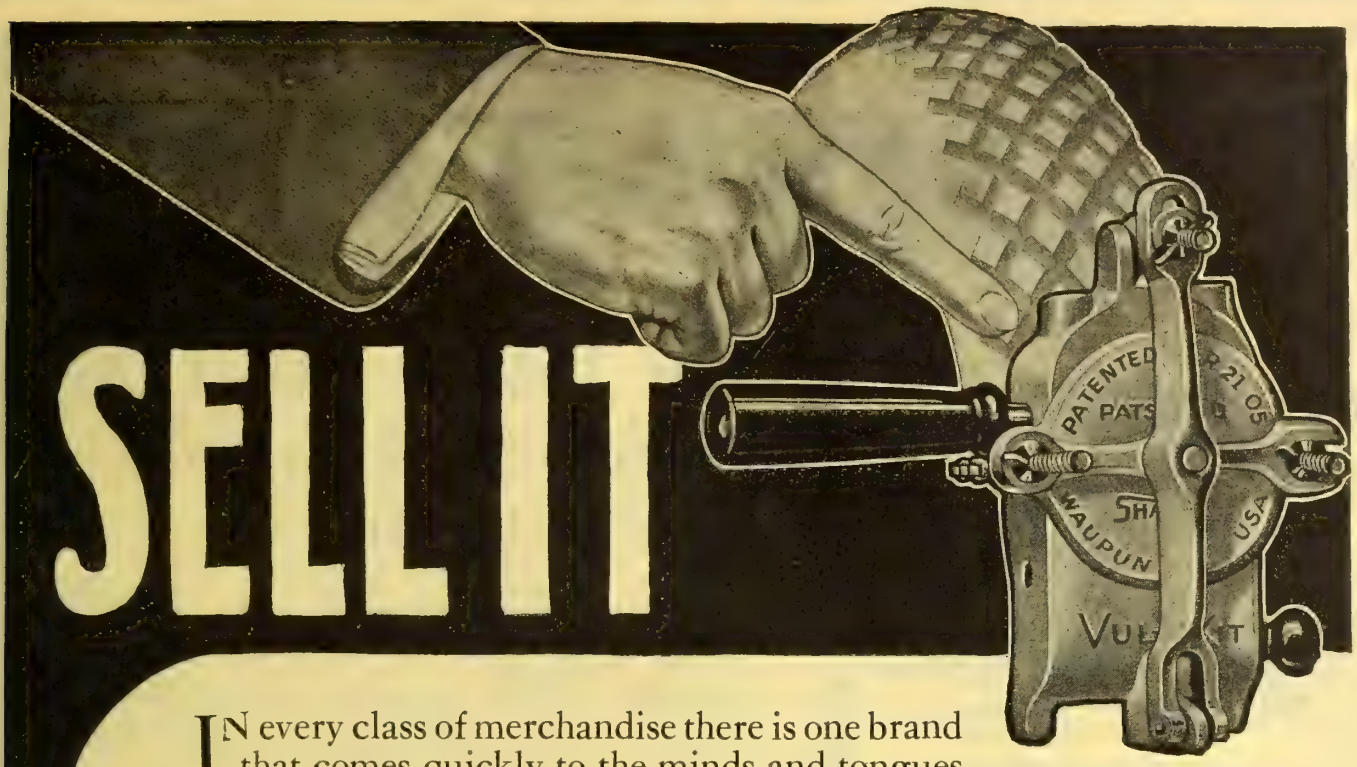
"N"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

AUTO ACCESSORY AND SPORTING GOODS SECTION



IN every class of merchandise there is one brand that comes quickly to the minds and tongues of buyers.

To most car owners the world VULCANIZER is constantly associated with the name of the oldest and largest makers of vulcanizers in the world.

SHALER VULCANIZERS

Every Canadian dealer knows that the increasing cost of tires has increased the demand among car owners for an efficient tire saving device.

Shaler Repair Kits meet this demand. They comprise the one line that includes models for every need.

Each sale of this widely advertised accessory brings a liberal profit and opens the way to continuous additional profit on the repair material that the user must buy from time to time.

There is no competition from the car maker. No car is sold equipped with a tire saving device.

Write Your Jobber

or ask his salesman for complete information about the popular Shaler accessories and the co-operation the manufacturers offer to dealers.

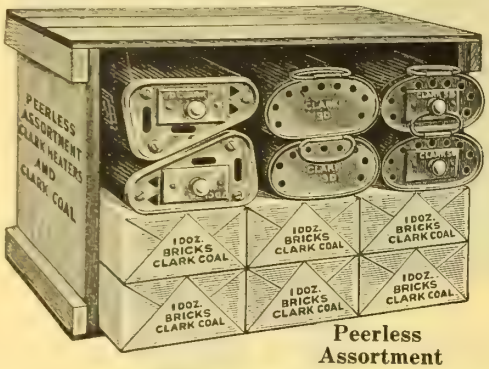
C. A. SHALER COMPANY

1500 Fourth St. Waupun, Wis., U.S.A.

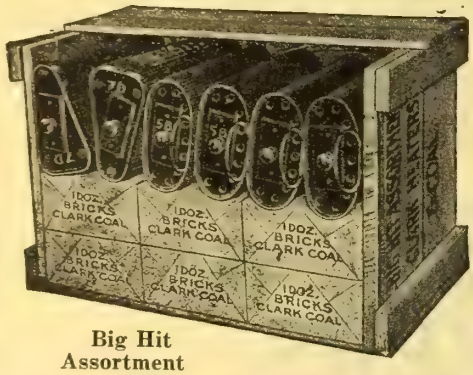
Oldest and largest manufacturers of tire vulcanizers. Manufacturers of the only complete line for motorists and repair shops.

AUTO ACCESSORY AND SPORTING GOODS SECTION

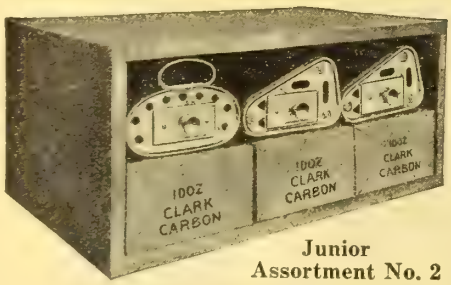
Clark HEATERS



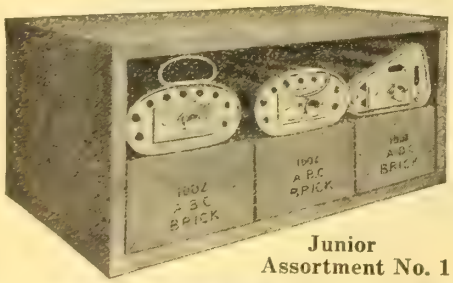
Peerless Assortment



Big Hit Assortment



Junior Assortment No. 2



Junior Assortment No. 1

The Heaters that the Majority of People Prefer to Buy

More *Clark Heaters* are made and sold each year than all other heaters combined. This is sound and sufficient reason why you should "bank" your heater sales on *Clark* products. It positively indicates *greater sales* and *bigger profits* for you.

Clark Heaters are handsome and durable. They fit snugly in at the feet in carriage, wagon, sleigh or automobile. They give a comfortable, easy rest for the feet and the heat chamber is constructed to radiate warmth upward and outward, just where it is needed. **No flame, odor or smoke. Neither is it dangerous or injurious to robes, clothing or anything else.**

Clark Carbon Bricks

A scientifically prepared carbon, densely compressed into bricks and yielding a much higher percentage of heat than any other heater fuel—it is undoubtedly the world's best. One brick in a **Clark Heater** will furnish a strong and steady heat 12 to 16 hours. Yields at least 25 per cent. more heat than any other brick of the same size on the market.

Clark Bricklets

This is a convenient and economical size which does away with the necessity of breaking a large brick when only a moderate heat is required from six to eight hours.

Order now and get in on the big sale that comes with the first of the winter weather. Send for New Clark Heater Assortment. Just right to start sales with. Includes attractive show cards, signs and printed matter with each assortment. See your jobber now.

Chicago Flexible Shaft Co.

La Salle and Ontario Streets, CHICAGO, U.S.A.

See Your Jobber

AUTO ACCESSORY AND SPORTING GOODS SECTION

Customer Confidence

Ask 100 hardware dealers what their greatest business asset is.

Back from 90 will come the same answer—

Customer confidence!

Back of Iver Johnson products stands a 46-year reputation for producing "Honest Goods at Honest Prices."

Millions of satisfied Iver Johnson users have learned from experience that the name "Iver Johnson" branded on Revolvers, Shotguns, Bicycles and Motorcycles is a guarantee of originality and correctness of Design—of super-quality of Materials—of super-quality of Workmanship.

Iver Johnson products are easily sold. They stay sold. Why not win greater customer confidence for your store by selling Iver Johnson Revolvers, Shotguns and Bicycles? Iver Johnson goods will win out against honest competition and are profitable to handle.

Indicate which books you want: A,—"Arms"; B, — "Bicycles"; C, — "Motorcycles."

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River St., Fitchburg, Mass.

NEW YORK 99 Chambers Street

SAN FRANCISCO 717 Market Street

The moist fall air takes the pep out of the uncapped ignition battery

—store your batteries where you like and so long as the poles are exposed to the air there is a deteriorating, degenerating wireless current passing between them all the time.

—the moister the air the quicker will the life be sapped out of the battery.

—you should protect yourself and your patrons against loss from this spoilage.

—are you doing so by selling only "Master" Batteries?

—with the fall and winter season comes the moist atmosphere, come the days when the batteries play out in the home, in the stores, in the various bell-equipped institutions. Are you ready for this business with "Master" batteries?—the batteries with the protecting cap.

Boost for the "Master" —it will boost for you.

CANADIAN CARBON CO., LIMITED

96 King Street West, TORONTO

AUTO ACCESSORY AND SPORTING GOODS SECTION

Bull Dog Anti-Skid Tire Chains

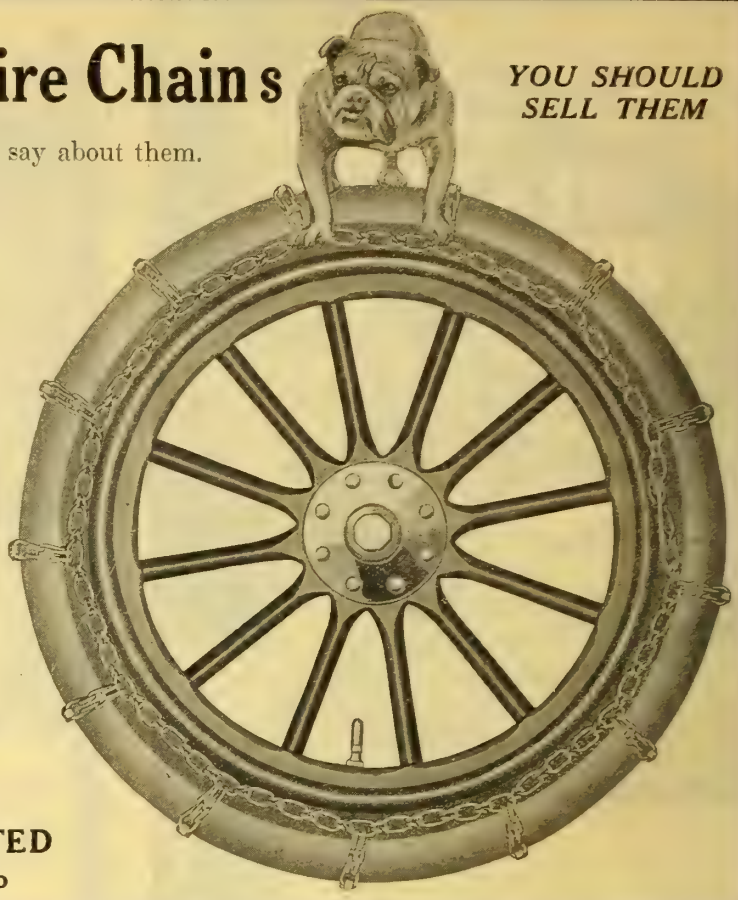
YOU SHOULD SELL THEM

Study them carefully and note what we have to say about them.

They are absolutely harmless to the tires.

They are non-reversible, the smooth, flat surface must always go next to the tire.

These tire chains are guaranteed to wear twice as long as any other chain on the market.



CONSUMER'S PRICE LIST

Size	Price	Size	Price	Size	Price
28x3½	$3.75	31x4	$4.45	38x5	$6.15
30x3½	4.10	32x4	4.55	39x5	6.35
32x3½	4.35	33x4	4.65	40x5	6.55
34x3½	4.55	34x4	4.75	42x5	6.95
36x3½	4.75	35x4	4.85	30x4½	4.60
35x4½	5.10	36x4	4.95	32x4½	4.80
36x4½	5.20	37x4	5.05	34x4½	5.00
37x4½	5.30	40x4	5.25	36x5½	6.35
38x4½	5.40	34x5	5.35	37x5½	6.55
40x4½	5.50	35x5	5.55	38x5½	6.75
30x4	4.35	36x5	5.75	38x6	7.10
		37x5	5.95	40x6	7.60

CROSS CHAINS

2½, 3, 3½, 4, 4½, each ...10c

5, 5½, 6, each ...15c

Fasteners, per pr..25c

Distributors:

Geo. W. Griffiths & Co., Winnipeg; The United Rubber Mfg. & Reclg. Co., Sole Agents for Toronto; Wilkinson & Kompass, Hamilton; The J. H. Hanson Co., Limited, Montreal.

REEDER-WEEKS MFG. CO., LIMITED

39 Wentworth St. N., Hamilton, Ontario

ADAMSON

For all casings and tubes.
Model "U" $3.50

5-Minute Vulcanizer. Model E

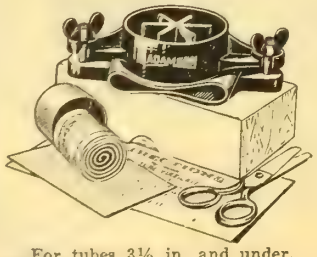
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.

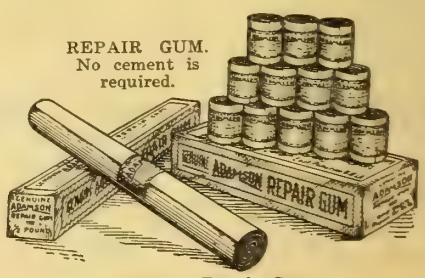


For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada



Adamson Repair Gum.

NORTHERN ELECTRIC AUTOMOBILE CABLE

LIGHTING AND STARTING

Cables Illustrated are shown Exact Size

MADE IN CANADA

TYPE L-14-1

No. 14 Lighting Cable, 1 Conductor

Outside Diam.
Approx. 13/64ths inches
List Price
$5.00 per 100 ft.

TYPE L-12-1

No. 12 Lighting Cable, 1 Conductor

Outside Diam.
Approx. 14/64ths inches
List Price
$8.00 per 100 ft.

TYPE L-12-2F

No. 12 Lighting Cable, 2 Conductor, Flat

Outside Diam.
Approx. 30/64 in. x 17/64 in.
List Price
$18.25 per 100 ft.

TYPE L-10-3

No. 10 Lighting Cable, 3 Conductor

Outside Diam.
Approx. 36/64ths inches
List Price
$33.75 per 100 ft.

TYPE L-8-1

No. 8 Lighting Cable, 1 Conductor

Outside Diam.
Approx. 18/64ths inches
List Price
$12.25 per 100 ft.

TYPE S-4

No. 4 Starting Cable

Outside Diam.
Approx. 27/64ths inches
List Price
$27.50 per 100 ft.

This colored insert page supplied free of all cost to Jobbers and Dealers issuing catalogues, on application to our nearest house.

Northern Electric Company
LIMITED

MONTREAL HALIFAX OTTAWA TORONTO LONDON
WINNIPEG REGINA CALGARY VANCOUVER

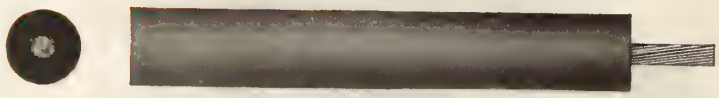
NORTHERN ELECTRIC AUTOMOBILE CABLE

IGNITION

Cables Illustrated are shown Exact Size

MADE IN CANADA

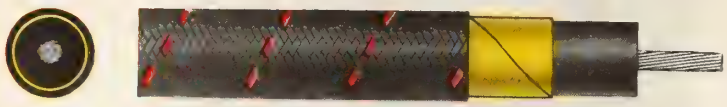
TYPE MS



Medium High Tension Magneto Cable, Plain

Outside Diam.
Approx. 23/64ths inches
List Price
$6.25 per 100 ft.

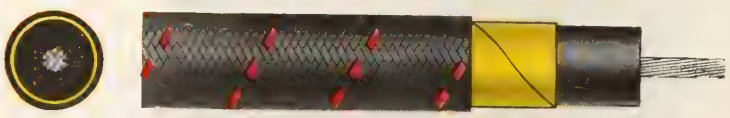
TYPE BMS



Medium High Tension Magneto Cable, Braided

Outside Diam.
Approx. 26/64ths inches
List Price
$10.25 per 100 ft.

TYPE BLS



Large High Tension Magneto Cable, Braided

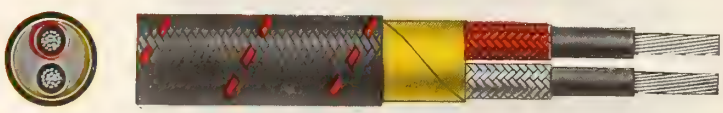
Outside Diam.
Approx. 29/64ths inches
List Price
$11.50 per 100 ft.

TYPE BP-1

Braided Low Tension Cable

Outside Diam.
Approx. 13/64ths inches
List Price
$5.00 per 100 ft.

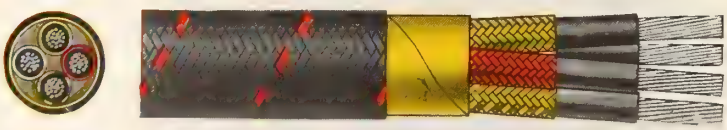
TYPE BP-2



Braided Low Tension Cable, 2 Conductor

Outside Diam.
Approx. 27/64ths inches
List Price
$13.50 per 100 ft.

TYPE BP-4



Braided Low Tension Cable, 4 Conductor

Outside Diam.
Approx. 32/64ths inches
List Price
$22.75 per 100 ft.

[This colored insert page supplied free of all cost to Jobbers and Dealers issuing catalogues, on application to our nearest house.]

Northern Electric Company
LIMITED

MONTREAL HALIFAX OTTAWA TORONTO LONDON
WINNIPEG REGINA CALGARY VANCOUVER

AUTO ACCESSORY AND SPORTING GOODS SECTION

The "Financial News" (London) says:

"As the United States Government has placed a large order for machine guns, automatic pistols, and service revolvers with Colt's Patent Fire Arms Mfg. Co., it evidently agrees with the genius who wrote:

" 'Thrice is he armed that hath his quarrel just,'
Wrote British Shakespeare, in his day no dolt;
I guess that notion's altogether bust,
Six times he's armed whose pistol's made by COLT!"

YOU make no mistake when you advise your customers to follow the Government's example and adopt COLT'S for THEIR Firearm needs.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A.

or A. Macfarlane & Co., Limited, Coristine Bldg., Montreal, Canada

DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

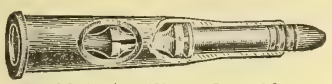
E. I. du Pont de Nemours & Co.

WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

Sportsmen Need These Items Now

Marble's Specialties for a good fall and winter business! There'll be a demand for practically every one of the 60 famous Marble's Specialties from now until next spring—here are only a few of the many POPULAR sellers. Get your share of the business that the Marble national advertising is creating. This advertising is sending hunters galore to Marble dealers. SEND FOR CATALOG No. 18 NOW. Trade supplied through Jobbers. Prices here are LIST—dealers get liberal discounts.



Marble's Auxiliary Cartridges

Cuts cost of target practice and small game shooting NINE-TENTHS. An extremely big seller. SEND FOR DESCRIPTIVE CIRCULAR — tells all about it. PRICE 75c.

Sights to Meet Every Demand

Hundreds of Marble's Sights meet every personal preference. All perfectly made, and guaranteed accurate. Wide range of prices. Send for Sights Circular, listing all Marble's Sights. Sight shown is famous Marble's Improved Front Sight, at $1.00, list.

Marble's Hunting Knives

15 styles for the customer to choose from—at $1.25 to $4.00. Knife shown is Marble-DeWeese—a big game knife. Big seller. 4-in. blade. Sheath. Price $1.75.

Marble's Nitro-Solvent Oil

Best gun oil on market — cleans, polishes, preserves. 25c and 50c. Fine for furniture, too.

Marble's Safety Axes

More than 200,000 in use—every purchaser pleased and delighted. Many styles, at $1.50 to $3.00.

Marble's Ezy-Quick Repairers

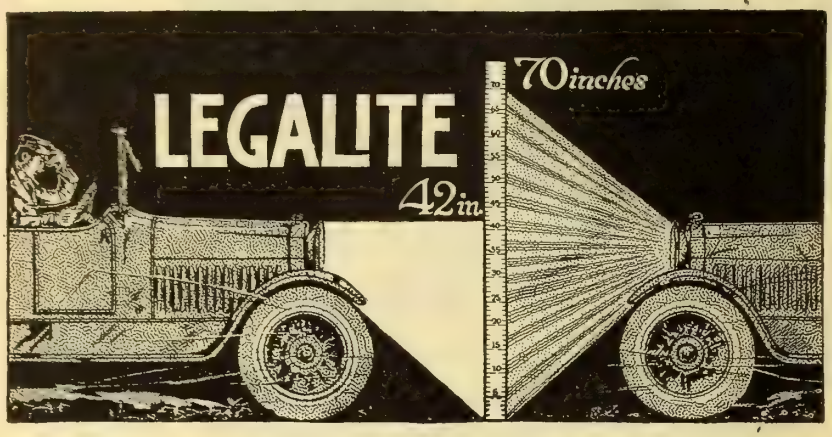
Mends instantly anything of rubber, canvas and leather. Air-tight—waterproof. No cement. 3 sizes—10c, 15c, 20c.

See your jobber to-day.

Marble Arms & Mfg. Co.

5350 Delta Ave., Gladstone, Mich.

Law Against Glaring Headlights
ON AUTOMOBILES



The following legislation was recently enacted as an amendment to Section 9 of the Ontario Motor Vehicles Act:

"It shall be unlawful to use on a Motor vehicle any lighting device of over four candle power, equipped with a reflector, unless the same is so designed, deflected or arranged that *no portion of the beam of reflected light,* when measured seventy-five feet or more ahead of the lamp, *shall rise above 42 inches from the level surface on which the vehicle stands.*"

Legalite Lenses Comply with the Law

The Legalite Lens, as shown in the above diagram, complies exactly with the recent legislation. With the Legalite Lens there is positively NO GLARE, and light beams are *never more than* 42 *inches* above the ground at *any* distance.

The Legalite Lens gives *more* light and throws all of it where it is needed—ON THE GROUND, even when going up or down hill.

INSURE YOURSELF AGAINST ACCIDENTS

Install a pair of Legalites on your headlights NOW.

PRICES

	Per Pair
7¾ in. to 8⅝ in.	$4.00
8¾ in. to 9⅝ in.	$4.75
9¾ in. to 11⅛ in.	$6.00

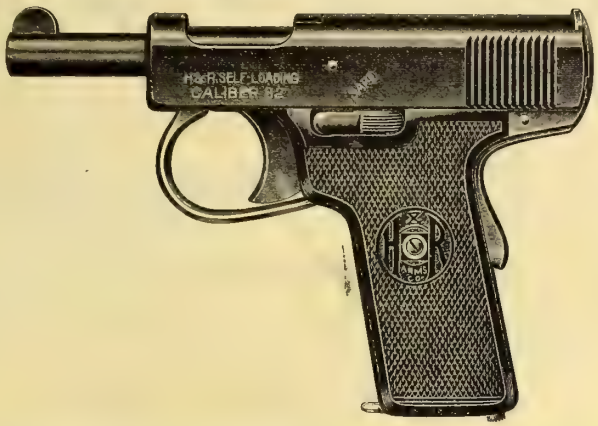
HYSLOP BROTHERS
LIMITED
Exclusive Canadian Distributors
Shuter and Victoria Sts., TORONTO

AUTO ACCESSORY AND SPORTING GOODS SECTION

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



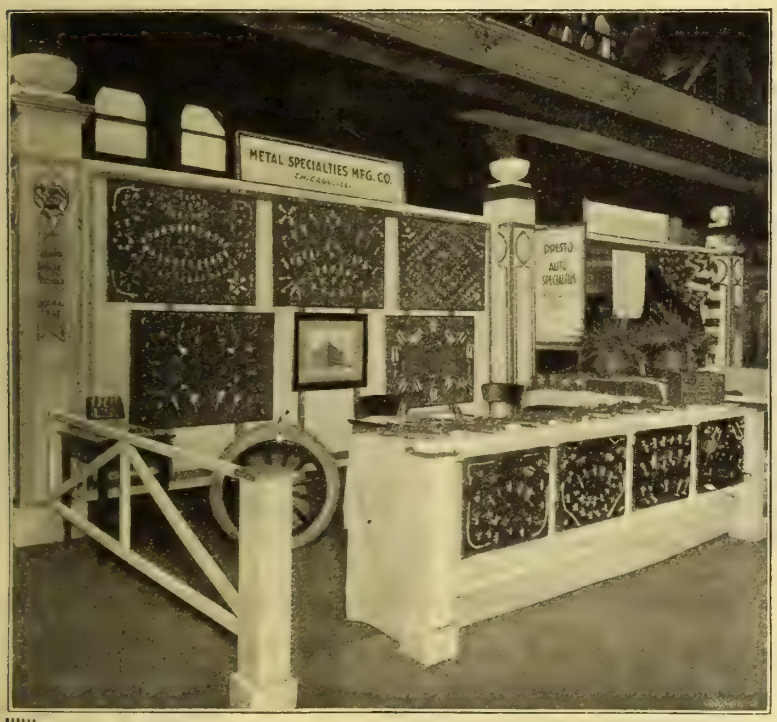
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.



Presto Carries off the Blue Ribbon

At the National Exposition for Ford Accessories, the Presto display won the highest honors. It was awarded the Blue Ribbon for the most complete and easily understood Exhibit.
The Presto line is the most complete line of accessories made. They are fast-moving in all seasons of the year. Get your share of

WINTER BUSINESS

Cold Weather Made Profitable

The Presto Heater is a convenient and simple attachment and it does its work with the thoroughness of all Presto accessories.
It is made with a handle on one end and a hook on the other, so that you can hang it almost anywhere under the hood, spreading warmth over the radiator, engine and carburetor. It keeps your car in perfect running order. It does the work of a large heating plant at far less cost.
The Presto Heater is but one of hundreds of useful and necessary accessories.

Write for Complete Catalog.

Presto

Metal Specialties Co.

338-352 N. Kedzie Ave.

CHICAGO, - ILLINOIS

Presto Heater

AUTO ACCESSORY AND SPORTING GOODS SECTION

ON making shipment the same day order is received

Prompt shipment on our part simplifies stock-keeping on yours. The fact that you can get your order of Electrical Supplies and Auto Accessories shipped the same day it is received makes our complete and up-to-date stock almost as accessible as a reserve stock of your own.

If you don't believe this try us with a rush order.

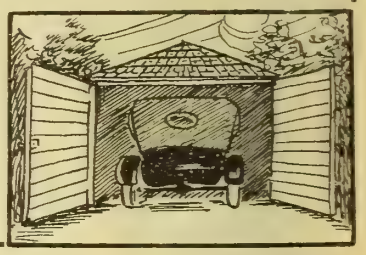
Great West Electric Company, Limited, Winnipeg

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.
"CROWN"
ROOFING AND SIDING
Sell it to the Autoist for His Garage

Fireproof and weather proof.
Will not curl, split or crack.

Big field for sales — and "Crown" sheet metal products pay good profits.



McFarlane - Douglas Co., Limited
Ottawa Canada

EVEREADY DAYLO
We Are The Leading Distributors
and Make Immediate Shipments from Our Complete Stock
MAIL US YOUR ORDERS OR WRITE FOR CATALOG
Our reputation has been won by our efficient service
EVEREADY DAYLO
SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

Mention This Paper When Writing Advertisers

AUTO ACCESSORY AND SPORTING GOODS SECTION

Ideas that sold the goods

No. 6 of a Series of Prize Stories by Men Behind the Counter

Satisfied customers are your best salesmen and they're worth all the effort it takes to make and keep 'em satisfied. That's the experience of Leon Strauss, of R. A. Schoenburg & Co., 906 Sixth Avenue, New York City. Mr. Strauss knows how to make a sale. Furthermore he knows how to mix a little ingenuity in with his selling to get *results*. Read his story which follows.

About two weeks ago a steady customer of very peculiar habits, which caused the boys of the place to call him a "grouch," came in to find out if he could get a Trailer light which he could use on the various fixtures throughout the house, and also on his walks about his country home, as he had bruised his face severely the previous evening while going to the barn.

I immediately suggested an Eveready and he refused to even consider it, saying that if I didn't want to sell him what he asked for he could get it elsewhere. I quickly appeased his anger by telling him that we had several kinds of Trailer lights and sockets from which he could make his selection if he would step into the stock room. I picked up an Eveready Miner's Lamp, and on our walk to the rear of the store I kept flashing it. I turned out the electric light by means of a switch in the panel board, explaining that the electric light company were making changes in the meter, and that the lights would probably be out half an hour, but I would take care of that as he could use my Eveready in selecting the cord and socket, while I went downstairs to see how the men were progressing with their work on the meter.

When I again appeared I found him industriously examining the corners of the room, looking back of boxes, and inside his coat with the Eveready. Instead of complaining about my leaving him alone as he ordinarily does when it becomes necessary for me to leave him for a moment, he greeted me with sort of a half-smile and said, "I have no faith in these things, the trouble with them is that when you most need them they won't light." I replied by asking him if he had used an Eveready in the past two years, and he said, "No, I had a light similar to this several years ago, and it almost set me crazy." I asked him to accompany me to the basement where I showed him the distance at which the light would distinguish things. I told him that in the past few years the American Eveready Works had perfected their light to such an extent that they had offered $3,000 for a better name than "flashlight," and if he desired to purchase the light on trial I would be glad to have him do so. I told him that I would accept the return of the light and refund his money, if after five days he should decide it was not all that I claimed it to be.

He took me at my word and when I reminded him that he also wanted a Trailer light he said, "Well, I'll give this a chance first, anyhow."

Since the above incident, this customer has been in to see me on two occasions. Not only has he complimented me on the class of goods I sell, but he has also bought three Eveready lights for the use of members of his family at home, taking particular pains to see that the Eveready trade-mark was on the battery and case.

He requested me to send an Eveready Searchlight to his son who is at present attending boarding school, and he showed me a letter advising him that if he ever wanted to purchase a portable light as a gift for any of his classmates to be sure and see that *Eveready* was on both case and battery.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, Limited
TORONTO, ONTARIO

AUTO ACCESSORY AND SPORTING GOODS SECTION

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction doublesure.

Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

Christmas in 9 Weeks

Only 9 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

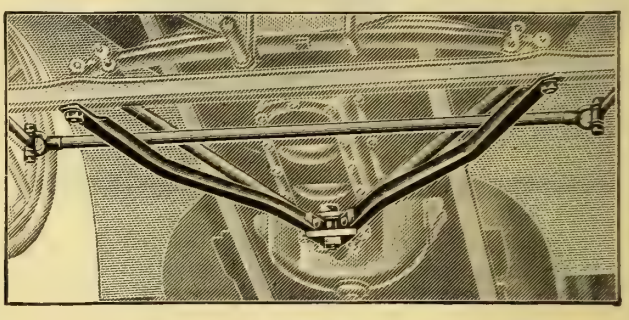
"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home **a battery can be used** with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

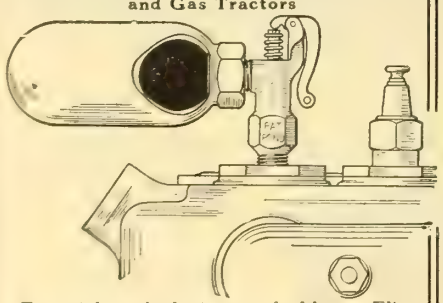
Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

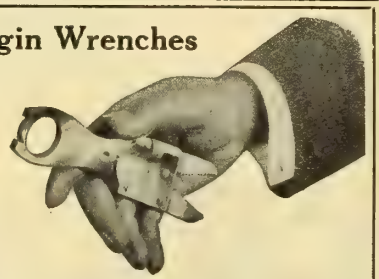
EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lif "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.

Electric Row Boat Motor

Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.

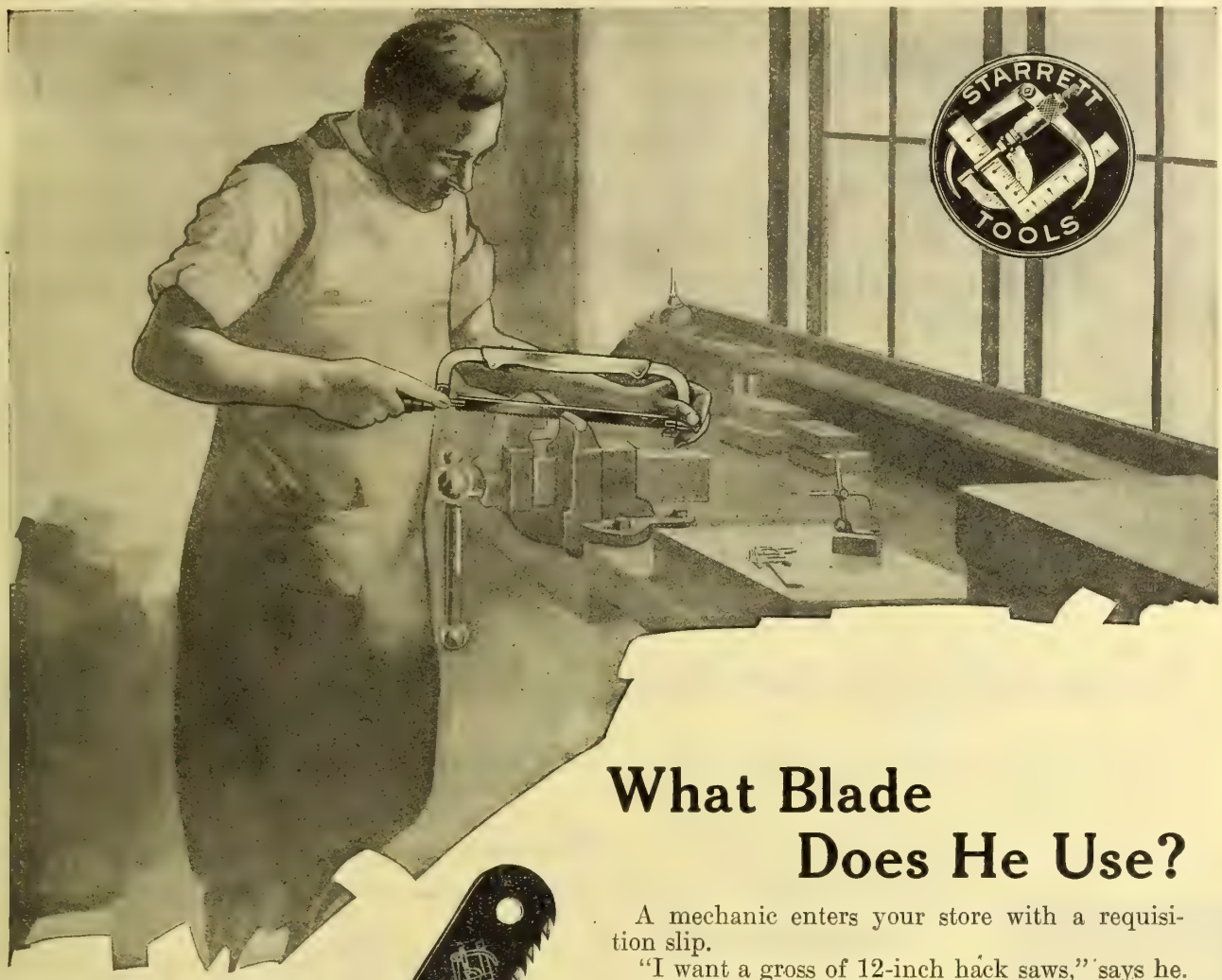
Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-60 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. **Agents wanted. Write for prices and catalog P.**

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago



What Blade Does He Use?

A mechanic enters your store with a requisition slip.

"I want a gross of 12-inch hack saws," says he.

You have 12-inch blades for two dozen purposes, what are you going to give him? And when you do find out what material he is going to cut is it easy to choose the blade that will cut best? It is if you choose from

Starrett Hack Saws

They are standardized. From the information on page 208 of the Starrett Catalog you can quickly supply the blades that cut best.

Whether the mechanic across the counter wants to cut sheet metal or cast iron, brass or tool steel you can give him the finely tempered tungsten steel blade with teeth carefully milled, set and spaced to cut most in the shortest time.

A post card brings a catalog describing the saws that cut faster and last longer. Ask for Catalog No. 21MA.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

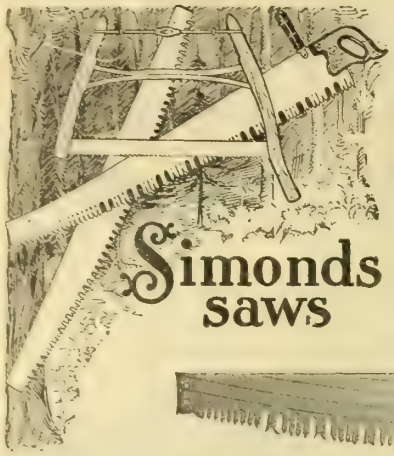
The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-737

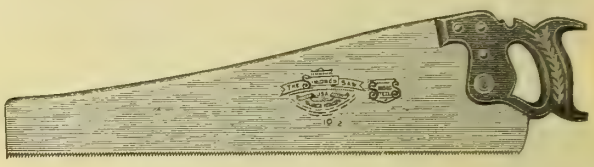


The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

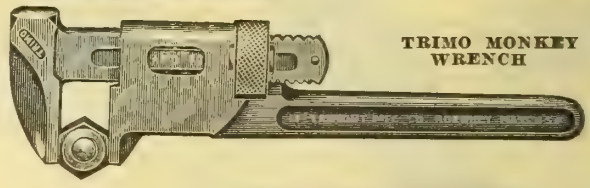
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

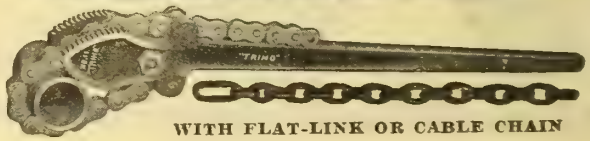
TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

See That He Gets What He Wants

The customer is right—he knows what he wants and ought to get it. If he's a Canadian Sportsman, in nine cases out of ten, he'll ask for

Dominion Ammunition

Dominion-wide advertising supported by a guaranteed product has created this demand.

Turn this into capital for your store. Be sure you have Dominion, the only Made-in-Canada Ammunition.

Dominion Cartridge Company
Limited

120 St. James Street, Montreal

NEWHOUSE TRAPS

Built to Go—and to Hold

Designed for quick certain action and built of materials which insure rugged endurance under every trapping condition, the Newhouse Trap has gained and held the confidence of professional trappers in every section of the world.

Whether in trading post or hardware store, in camp or out on the trap line, the word "NEWHOUSE" stands for trap superiority —the result of seventy years' experience manufacturing game traps for every use.

Made in every size and style needed to catch any animal.

Your jobber can supply you.

ONEIDA COMMUNITY, Limited
NIAGARA FALLS, ONT.

Lawn Mower Orders Placed Before Dec. 31st

Despite the unsettled condition of the steel and iron markets we are confident of being able to deliver by April, 1918, all orders for Taylor-Forbes Mowers booked before December 31st. We urge dealers to book their orders as early as possible and thus assist us in overcoming as far as possible the present abnormal conditions. If your jobber cannot quote on T-F Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA

P H

TRADE MARK

QUALITY FILES

The Standard of File Efficiency

Made in Canada
By Canadians
For Canadians

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

Sell the Aluminium Your Customers Want

Aluminium is supplanting all other wares in the kitchens of thinking and progressive housewives. Aluminium embodies all the merits of all the other metals for cooking utensils with none of their defects and dangers.

The indisputable advantages of the use of aluminium generally for cooking utensils and the superior qualities of the "Oakville" Ware in particular are being explained to the housewives in every community in Canada by our liberal consumer advertising now running in the leading national mediums.

Take advantage of the demand that our consumer advertising is creating for

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Teakettles

Teakettles are an especially good line to feature just now. The advanced cost of other metals means that for the price of an ordinary nickel-plated kettle you can sell your customer an "Oakville" Aluminium Teakettle which has so many points of superiority that to show one means to sell it.

Muffin Pans

With the Food Controller urging the use of Oatmeal and Cornmeal for cakes and muffins, Muffin Pans will be in demand this season. Oakville Aluminium Muffin Pans require less heat and are less liable to burn.

WRITE TO-DAY

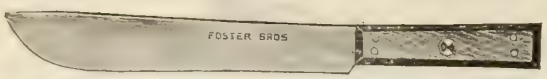
for our price-list and illustrated catalogue showing complete range of Teakettles, Tea and Coffee Pots, Sauce Pans, Pudding Pans, Preserving Kettles, Double Boilers, Bread Pans, Muffin Pans, Roasting Pans, Drip Pans, Pails, Measures, Baking Dishes, etc., etc. Then send for a trial order and commence getting these extra profits right away.
Your Customers Know That Oakville Aluminium Ware

"Will Outwear Any Ware"

WARE MANUFACTURING CO.
OAKVILLE, ONT., CANADA

Caverhill, Learmont Co., Selling Agents for Quebec and Maritime Provinces

If interested, tear out this page and keep with letters to be answered.



Long years of experience in manufacturing up to date cutlery has placed the name of John Chatillon & Sons as the "Seal of Satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of Butcher Knives, Cleavers, and Steels. All hand forged, double shear steel, hand ground and tempered in a manner that has made them world famous for their wonderful cutting qualities.

No brand of cutlery is better known to-day than that manufactured by John Chatillon & Sons, which has been on the market for twenty-five years. Our cutlery is carefully inspected before leaving the factory and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

These goods enjoy a tremendous sale in Canada.—Do you carry them?—if not ask your jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

EXCELSIOR · HIGHEST STANDARD ·

Demand for Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

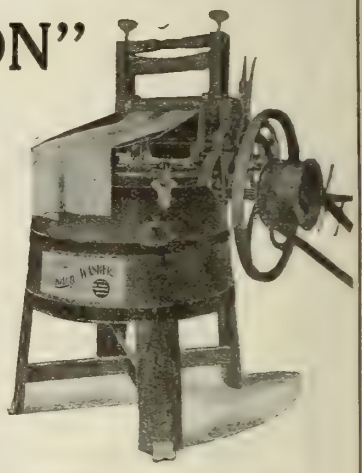
Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

"LONDON" No. 4
FAMILY
Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The **"London" No. 4** is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. **Big sales ahead in the country districts.**

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.
London, Ontario

If interested, tear out this page and keep with letters to be answered.

Which Do You Prefer to Sell—

MERCHANDISE OR CUSTOMER SATISFACTION?

THE merchant in the razor business *can* sell the first and forget the latter. He can even sell enough to make a success, provided he works his head off and spends enough money, provided he keeps so busy getting *brand new* business that he cannot afford to forget the loss of customers who have not been satisfied.

But to those merchants who have thought that the sale of safety razors could never be founded on Customer Satisfaction there remains the experience of selling the

PEN SAFETY RAZOR

and learning that here at last is a razor which can be actually *guaranteed* to give Customer Satisfaction.

The Penn Safety Razor and the Penn Honing Strop are conceived and sold on the principle of selling *satisfactory shaves*—not just razors and blades.

They are offered in combination to the public on a *money back plan.* Their makers guarantee the merchant *his full profit* on any sale which for any reason proves unsatisfactory.

Put the Penn Safety Razor and the Penn Honing Strop on display on your counter to-day. Then keep tab on the results.

(SIGNED) A. C. Penn

PENN SAFETY RAZOR

Penn Safety Razor, triple silver plated, with five Penn long-lived blades in handsome waterproof case, $1.50.

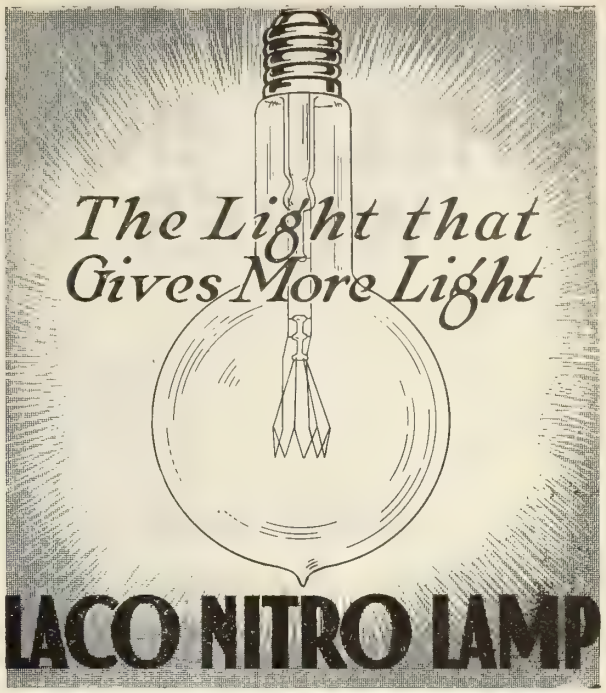
Penn Honing Strop, with both abrasive and finishing sides. Only a few strokes needed. Including correct-angle blade handle. $1.50.

A. C. PENN,

Inc., New York, N.Y.

Canadian Distributors:

MENZIES & CO., Ltd.
439 King St. W., TORONTO



We Are Advertising— Are You Selling This Superior Electric Lamp?

Dealers all over Canada are making easy sales of this improved tungsten electric bulb. Big page and half page display advertisements in practically all of Canada's leading trade papers are telling thousands of factory and mill owners, superintendents, merchants, foremen and office people the wonders of the nitrogen gas-filled bulb.

Here is a lamp you can safely recommend. It is lowest in cost, and highest in service. There is a liberal profit on every sale and we are creating the demand through generous, consistent advertising.

LACO NITRO LAMP *"The light that gives more light"*

has many superior merits which appeal to your customers.

When you sell them the LACO NITRO LAMP they receive a better electric bulb at a reasonable price, one that will render long service and save electric current. It is an improved tungsten lamp filled with nitrogen gas and giving forth a brighter, whiter light per watt than any other type lamp.

Tie up to this advertising campaign. Get your share of the liberal profits. Put in a stock of lamps and use your windows and counter to show your trade you can fill their demands.

Ask your jobber or write us direct.

Canadian Laco-Philips Co., Ltd.

Warehouses and Stocks at
MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works: HAMILTON, CANADA

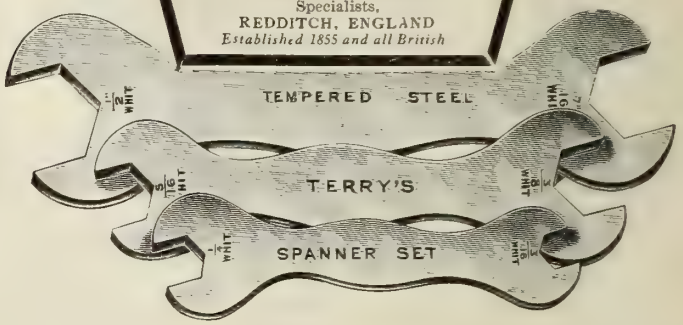
TERRY'S

pressed steel

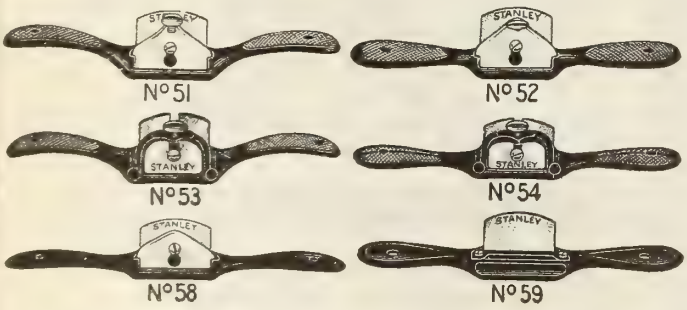
Spanners

—folding—shifting—box or open-end patterns. Made from high grade tempered THIN STEEL—best workmanship—accurate to size; with grip range from 5/32" to cross feats to ½" Whitworth. Special sizes quoted for. Send for samples.

HERBERT TERRY & SONS
Limited
The Spring and Presswork Specialists,
REDDITCH, ENGLAND
Established 1855 and all British



Stanley Tools



"Bailey" Iron Spoke Shaves

MADE IN OUR CANADIAN WORKS

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Study of Economy

is leading an increasing number of housewives to a realization of the advantages of earthenware jugs and jars for preserving. You can sell plenty of these and earn an easy profit.

Black Top Shoulder Jugs

(Imperial Measure)

¼ gallon, ½ gallon, 1 gallon, 2 gallon, 3 gallon, 4 gallon and 5 gallon at 20c per gallon.

Each jug tested against leakage. ¼ gallon count ½, and ½ as ¾ gallon.

Tall Butter Jars

With or without covers. Dark glazed inside. Light and Dark, or all white outside.

¼ gallon (3 lbs.), ½ gallon (5 lbs.), 1 gallon (10 lbs.), 2, 3, 4, 5 and 6 gallons at 12c per gallon.

Tall Jars or Covers—¼ gallon counts ½ gallon each; ½ gallon counts ¾ gallon each; ¾ gallon counts 1 gallon each; 1 gallon counts 1 gallon each. Tall covers—1½ gallon counts 1 gallon each; 2 gallons count 1 gallon each; 3 and 4 gallons count 1½ gallon each; 5 and 6 gallons count 2 gallons each.

Write for our catalogues

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

If interested, tear out this page and keep with letters to be answered.

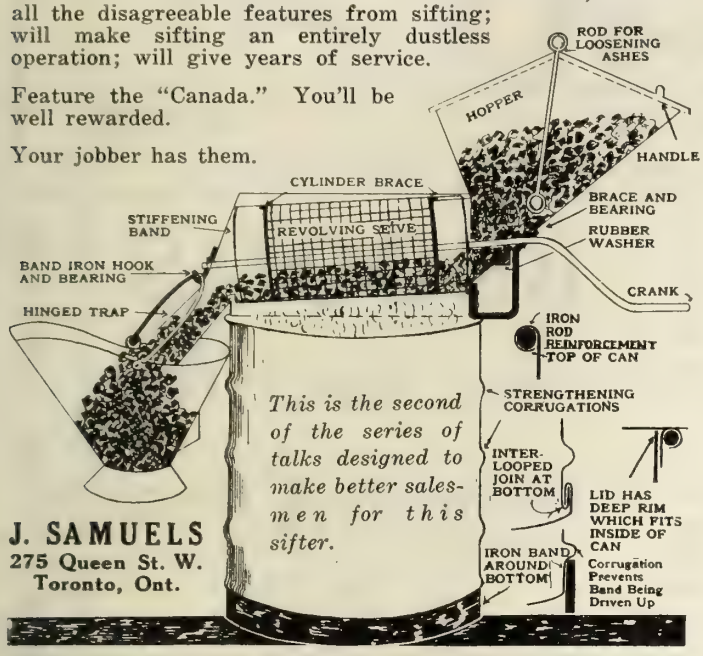
SAMUELS' "CANADA" Dustless ASH SIFTER

Feature it in your advertising

The time is opportune now to advertise and display Samuel's "Canada" Ash Sifter. You can't advertise it too strong for it will back up all your claims. Here are some points to bring out: the "Canada" will save one ton of coal in ten; will take all the disagreeable features from sifting; will make sifting an entirely dustless operation; will give years of service.

Feature the "Canada." You'll be well rewarded.

Your jobber has them.



This is the second of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

NEEDED IN THE STABLE

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"Keystone" Brushes

are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

STEVENS-HEPNER CO., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

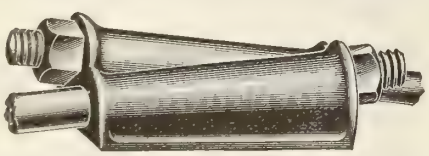
Walter Woods & Co.

HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

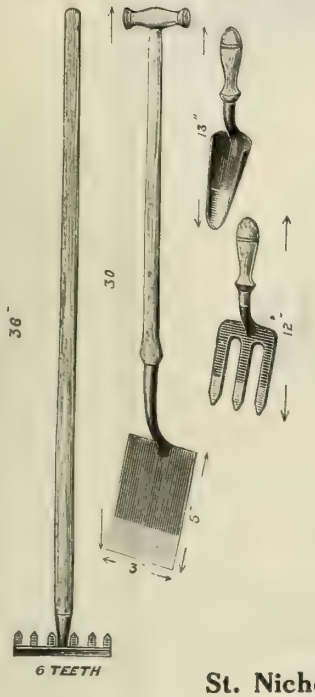
Otterville, Ontario

Bolts

We have a large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

WARD & PAYNE, TRADE MARK W P SHEFFIELD



The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

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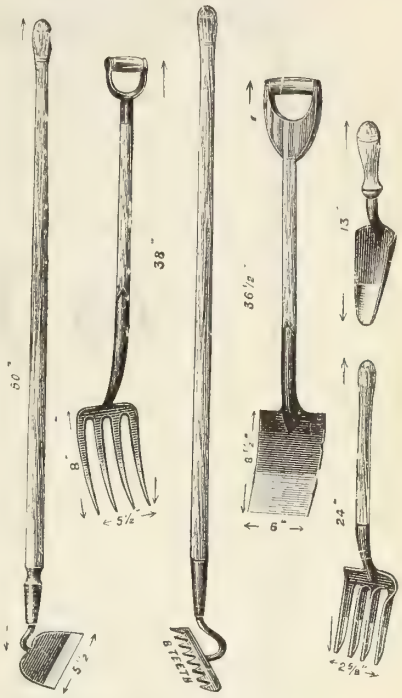
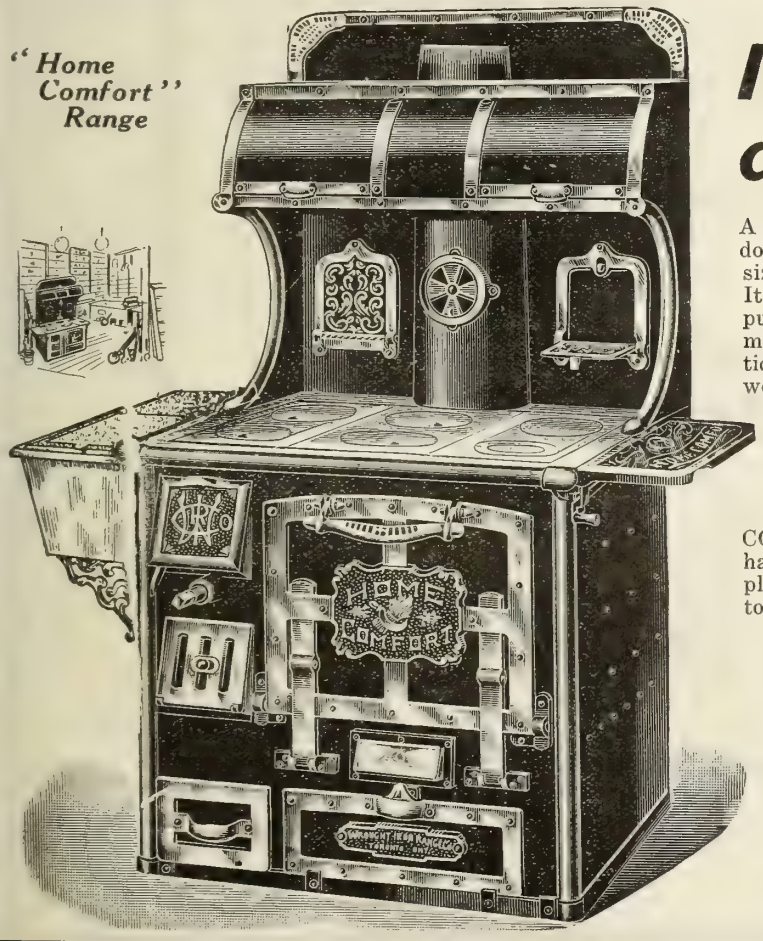


"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

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Canadian Consolidated Rubber Co. Limited

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, OCTOBER 20, 1917 No. 42

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, OCTOBER 20, 1917 No. 42

Priority in Automobile Accessories

Hardwaremen to the Front—Standardization Follows in Wake of Auto Accessory Growth—Advertising Playing a Big Part—Window Displays Effective — Sales a Yearly Proposition, Even Cars Laid up For Winter Need Attention—Newspaper Ads. Bring Results—The Casual Observer To-day is the Keen Critical Buyer To-morrow.

PRIORITY in relation to war orders for steel and iron products is being featured in headings and all reading matter which we pick up. Priority in relation to shipments of foodstuffs and coal is an established fact. Priority in advocating the sale of automobile accessories by retail hardwaremen belongs to HARDWARE AND METAL, having been started some years ago, and that our persistent hammering in this respect is bearing fruit is being clearly demonstrated every day.

Hardwaremen to the Front

Hardwaremen generally are quick to act on suggestions bearing real merit and the connection between the hardware store and the automobile accessory business was too obvious to be overlooked. Hardware stores throughout Canada are to-day looked upon as the real leaders in the sale of auto accessories.

Standardization Follows in Wake of Auto Accessory Growth

The growth of the automobile and accessory business has been phenomenal—is even likened to the mushroom in its overnight development—but it is well to bear in mind that this business has acquired a solid foundation and is being carefully standardized. The results of this will be, eventually, that the number of spark plugs sold will be confined to two or three styles—the unusually large range of socket wrenches will be cut down. These are only two lines on which standardization is sure to follow. In the meantime, what action is the hardware man taking to develop this business—has the season so far been a successful one—is the future assuming more definite proportions?

Advertising Playing a Big Part

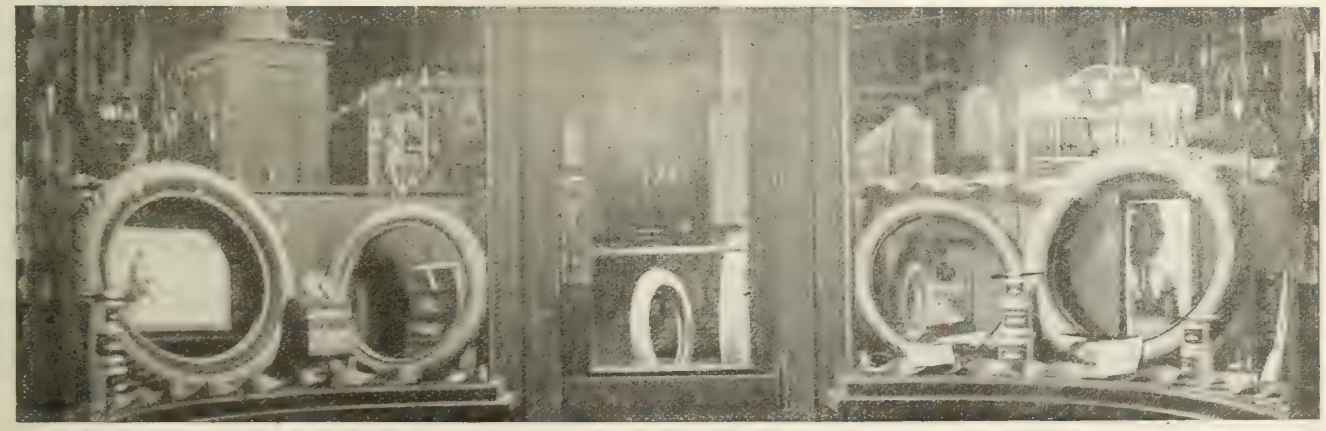
One of the most potent factors in the successful development of any business is the advertising. This applies equally to the auto accessory business and here the hardware merchant has a distinct advantage over the garage owner. The average garage owner is too lax in his business methods to dress up his newspaper ads attractively, if he uses space at all, and how often is it true that a window display is very seldom changed during a whole season?

Window Displays Easily Arranged and Very Effective

Dressing a window to display automobile accessories effectively is by no means a hard task. These goods lend themselves to attractive arrangement as easily or more easily than any other line handled by hardware merchants. There is no necessity of having such a big range of goods as one might think. Many manufacturers supply attractive hangers and display cards which brighten a window materially and a neat arrangement of your goods will bring decidedly good results.

It will be found that such lines as cementless patches, rubber cements, blow-out patches, reliners, pumps, grease guns, wrenches and pliers added to the many other small lines will work up into a mighty neat window. A few tires and jacks help to fill up space in a window, if such a filler is needed.

Reproduced herewith is a very neat



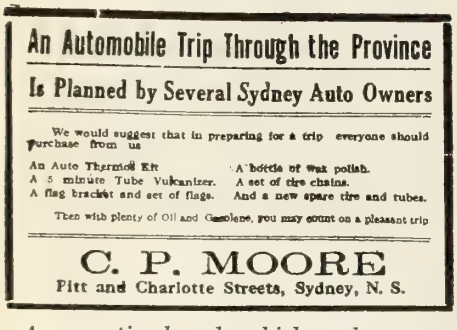
An Auto Accessory Window Display by the James Walker Hardware Company, of Montreal. The line of goods shown is not extensive, but those on display stand out decidedly to catch the eye and get the trade.

window display made by the Jas. Walker Hardware Co. of Montreal. It will be seen that the line of goods shown is not extensive but those which are shown are rather intensified by this special attention in their display.

Specializing on One Line of Goods Possible in Display

There are so many lines which will result in big sales by devoting a window especially to them. A window carrying nothing but tires can be made very effective, as can also a straight display of automobile oils and greases. Think how striking a window devoted to foot warmers and coal and auto robes would be right now. The sale of auto accessories most certainly should not stop now because the cold weather is approaching.

Limousine tops, non-freezing liquid for use in radiators, radiator covers, foot warmers, auto robes, mitts and gauntlets are only a few of the lines for which the auto user will be looking. And the hardware man is the logical one to supply his wants. Business developed throughout the summer must not be allowed to slip away now through overlooking the possibilities of winter auto needs. An attractive window will be a great drawing card. Mention of these cold-weather lines might also be brought out in your newspaper ads now.



A very timely ad. which makes an instant appeal.

Sale Continues All Year—Even Cars Laid Up in Winter Need Attention

It might be well to bring out the point that even those who do not use their cars will have some little "fixing up" they want to do before spring. A new set of spark plugs, anti-rattlers for the doors which have worked loose, a new coat of paint and varnish—there's a probable sale even in the cars which are not being operated and this should be borne in mind.

Newspaper Space Used Extensively and Bringing Results

Retail hardwaremen generally carry space regularly in their local newspapers and this can be used to great advantage in creating a demand for all lines of auto accessories. Some examples of "pulling" ads are reproduced herewith to show how merchants are utilizing their newspaper space for this branch of their business.

Decidedly to the Point—Very Timely

The ad of C. P. Moore of Sydney, N.S., appears to have been an extremely timely one, mentioning as it does "An Automobile Trip Through the Province is Planned by Several Sydney Auto Owners," and then continues in offering suggestions as to lines to take along which would add enjoyment to the trip.

Nearly every town has its local automobile club and by keeping in touch with its movements, the hardware man has an opportunity of offering suggestions through his windows, newspapers and even conversations which will lead to increased sales.

One of the most attractive ads we have seen for Motor Car Accessories. The appeal is instant and strikes the reader forcibly.

Big Space Used Brings Big Returns

The ad of W. H. Thorne & Co., Ltd., St. John., N.B., devoted to "motor car accessories" exclusively is splendid and must have resulted in splendid returns. This ad which appeared near the last of June would have established this firm as headquarters for these goods even had they never advertised them before. Splendid returns have been registered, we understand, and by consistently following up this advertising these people have established a flourishing accessory department. The ad reproduced herewith in its original state occupied a generous space.

This Ad Features Auto Accessories

To what extent the auto accessory line is being featured in hardware merchant's advertising is clearly demonstrated in the ad of the Westman Hardware, Ltd. Note the heading which clearly draws attention to "auto supplies" and then after listing several lines carried mentions some of the older lines of hardware such as washing machines, graniteware, stoves and ranges.

The New Owners—Some Things They Will Need

The motor supply business offers unlimited possibilities to the hardware merchants. During the last two years since the farmer has been getting so much money for his various products, the sale of the automobile has been nothing short of phenomenal to this prosperous citizen. There is no doubt but that another year will add many more to those owning cars and every owner is a prospect for many accessories. If nothing else, a new owner will want a jack, an extra tire, a pump, a grease gun, wrenches, pliers, tire irons, patches, a vulcanizer, etc., and he is usually interested enough to buy many of the other useful things now being offered.

Careful Buying Essential

Hardware merchants should, of course, exercise care in the selection of lines which they will stock. There are now many standard lines of accessories but there are too many novelties which sell this year but won't sell next. These lines should be bought in limited quantities—the standard lines will be O.K. another year should any be carried over. The buying of the line requires careful study but it will not take long to become familiar with the good sellers—a merchant's buying experience in his other lines will stand him in good stead even with auto accessories.

The heading brings out Auto Supplies prominently. This branch of the business is certainly a paying one

In addition to the successful use of

(Continued on page 62.)

Auto Creates Better Community Spirit

Saturday Night for Visiting—Difficulties tobe Overcome — Auto to Help Get-Together Movement—Community Life Improving—Organization Will Effect Wonderful Changes—The Merchant and Farmer, a Combination for Good.

Ready for the road. Buying, selling or visiting, the auto is always on the job.

"EVERYONE is happy, we are all smiling, there's a note of good fellowship throughout the town and county which has never existed before, and we can attribute it almost entirely to the advent of the automobile. Why, just think of it, some of the farmers and their families in our county hadn't seen each other for years—they live in opposite ends of the county, an impossible one-day drive with the horse and buggy; but now—the auto has shortened distances; it has been the means of renewing old acquaintance. They all feel better; they tell us about it, and we feel better; the town and county line is being eliminated more quickly through the farmer-owned auto than by any other agency we have employed. Saturday night is visiting night, the occupants sitting in their cars and visiting until there is only time enough to do their shopping. The crowds, I am sure, would eclipse Yonge Street, in Toronto, and, I believe, even Broadway would feel just a little bit jealous."

That is the summary of an Eastern Ontario hardware merchant's statements to the writer on a recent visit, when the question of the auto and the benefits to be derived from its use were mentioned.

Difficulties to be Overcome

What difficulties have had to be met in recent years when trying to develop an interest in the rural communities? In spite of every endeavor put forth to hold the young people in the towns and country, many disturbing elements have crept in which have produced tremendous difficulties to bar the building-up process, and the question of what can be done to stay the progress of this dry-rot appears to have been long debated without much definite result.

There has been a phenomenal change in regard to business development during the past few months, the result of which is attended with much speculation. The solution of the problem lies within the grasp of those who are the actual sufferers from the process of migration from the country places to the cities, and through the transfer of trade from the local merchants to the city emporiums. The bankers and merchants of the rural communities have it in their power to better conditions and to increase the attractiveness of rural life in order that the young people may be retained, and business maintained.

Auto to Help Get-Together Movement

The spread of automobile ownership to the farming community puts a powerful weapon in the hands of the retail merchants to develop the happy family idea, to create a real get-together spirit between town and country, and to hold the young men and young women in the country. And it is worth while, too, but it needs co-operation and hard work.

The movement looking to co-operation with other interests in the upbuilding and increasing of efficiency on the farm is the great movement of the day. It will not succeed at the expense of the millions of people, and particularly merchants and bankers located in the towns and smaller cities. They are vitally interested and should become a part and parcel of a great joint movement that will increase the productive ability of our farmers. You cannot hope to accomplish this increase by in any way crippling that great body of our people who are the nearest to, and the only ones to whom the farmers as a class go, and upon whom they depend for assistance and co-operation in times of extremity.

It is the problem of to-day, that of feeding this nation, which is already a consuming rather than a producing one. To this cause the merchants and business men of the towns pledge their earnest support. There are more than a million of them. They ask in return reciprocity on the part of our neighbors and farmers, in order that peace, happiness and prosperity may be the portion of all alike.

Community Life Improving

The present conditions of community life undoubtedly show a great improvement upon those of even only two years ago. The farmer is enjoying a period of prosperity which was never his lot in past years, and he will, therefore, be the more inclined to listen to a proposition for the formation of a joint town and country club for the further development of the home town spirit. The farmer is finding out that the merchant and the banker are not such bad fellows after all. This attitude should be taken advantage of and a movement undertaken by bankers and business men to bridge the gulf which has existed between the town people and the farmer. It might be to the advantage of perhaps one person in ten thousand in this country (but not to more) to have this gulf made wider. There are many farmers, some living in the towns, who have been led to believe that the home merchant is a thief and a robber, and that the local banker is no less guilty of sharp practices than the loan shark of our cities.

Thousands of them do not even give the home merchants a chance to supply their wants. Is it any wonder the home merchant does not carry the stock in size and quality to meet the demands of some of our communities? How can he? and why should he?

Those who send their money away

Showing view at the Richmond Hill Tractor Demonstration which drew a splendid crowd. Many came from distances in their autos, which they would never have attempted with a horse.

A close-up view of the autos at the Richmond Hill Tractor Demonstration. The majority of these cars are farm-owned.

when they have the cash, making use of the home merchant only when the crops fail or when the price is so low that they hold for a higher, are not playing fair. In the meantime the merchant becomes the banker, in that he lends his goods without interest and often borrows the money from the bank in order to perform this service. Our farmer friends and our neighbors have almost become estranged from us, and any imaginary line between the country and the town is a barrier to the prosperity and the co-operation and to the good of all.

This is where the auto can be made to play an important part. Think of the Saturday night visiting, mentioned above, in one country town. This must surely offer opportunities for developing home trade, for keeping business at home, and the hardware merchant should take steps to develop the proper spirit in his locality.

Organization Will Effect Wonderful Changes

Organization of the merchants in any town, if only for the exchange of ideas, would be beneficial. If such organization were to put into the development of the community only a small portion of the constructive power which its members use in building up their own businesses, the results attained would be a revelation—the merchants would wonder why they hadn't got together before.

There has existed between merchants generally a feeling of suspicion which has worked to the disadvantage of all. This was brought out clearly in a recent investigation conducted by an expert in the United States, and undoubtedly conditions are similar in Canada.

In dealing with the subject, he pointed out the need of team work and co-operation, first among the bankers and business men, and second by both these classes and by the farming communities. He pointed out that there were too many merchants in country towns who are disloyal to each other through lack of confidence. Proceeding further, he said in part as follows:

"Competition and business rivalry have tended to make enemies of these classes rather than friends and co-workers. The local dry goods man cannot supply the wants of the banker's wife and family because his stock is not fine enough, hence they trade by mail or visit the department store. Let me remind such a one that a town that is good enough to live in should be good enough to spend your money in. If you cannot spend your money where you make it, you are sucking the life blood of your town and you ought to move. The lumberman and the hardware merchant and their families are just as often guilty of the same practice, and they wonder why the town does not improve, and business prosper. What inducement let me ask, for example, is there for the local dry goods store to carry in stock goods fine enough for the bankers', the lumbermen's and the hardware merchants' family? None whatever. This being too often the case, how can the banker expect the merchant, whose note he holds, to meet his obligations if there is taken away from him the only means whereby he may be able to meet them—his profits on goods sold to his neighbors?"

The Merchant and Farmer a Combination for Good

The success, then, of community building would appear to be in getting together merchant and farmer, blotting out the corporate limits, extending the influence of the commercial club and the business organizations to cover the country surrounding.

Some few towns have awakened to the situation and are inviting co-operation. They are also spending money on publicity, and are seeking to do everything possible to promote the feeling of friendship and co-operation with all classes. The wide application of the foregoing to Canada's rural communities would do much to solve the problems of the rural merchants and place them on a footing where they could effectively offset the inroads of strong outside competition, which is a destructive factor in the upbuilding of any community.

Farmers' Visits to Other Towns and Cities Should Result in Better Opinion of His Home Town

The advent of the auto as applied to the farmer will result in his getting out to see other towns and cities in his vicinity, and when he has investigated what is being shown and worn along with the prices charged, he will, in nine cases out of ten, decide that he is getting mighty good value right in his own town. There is no doubt, too, that a large proportion of mail order business has been the result of the farmer or his wife having to face a long buying trip over roads that were none too good when the purchase could be made simply by writing a letter. The development of good roads, then, and the increase in the number of autos, which shorten the miles, should mean the elimination of a big proportion of outside competition.

BICYCLE ACCESSORIES IN AUSTRALIA

Many bicycle accessories are now imported by Australia from the United States, as well as from the United Kingdom. The statistics of the various articles are not kept separately, but are grouped under the heading "Cycle parts," and include bells, saddles, steel trouser clips, toe clips, bands, parcel carriers, repair outfits, etc. Bicycle sundries are sold there by dealers in motor accessories and hardware.

Imports of cycle parts, plated, brazed, enameled, or permanently joined (including rims); cycle accessories and parts, including steel trouser clips, steel toe clips, and bands, bells, saddles and saddle covers, parcel carriers, inflater clips and connections, and repair outfits, into Australia, during the year ending June 30, 1916, were:

From	United Kingdom	$214,054
„	Canada	6,356
„	Japan	10,040
„	United States	41,342
„	France	2,798

Imports of various other cycle parts, including steel bars for making rims, ball heads not permanently joined and parts thereof, plated or unplated; bottom brackets, including bracket shells, and plated or unplated axles, cups, cranks, cotter and locking pins, lubricators and chain wheel; hubs, including sprocket wheels, lock rings, and free wheel clutches; lugs, fork ends, bridges, nipples, spokes, spoke washers, chains, pedals, and parts thereof; valves for pneumatic tires, cyclometers, speedometers, and inflaters into Australia, during the year ending June 30, 1916, were:

From	United Kingdom	$352,164
„	Canada	40,319
„	United States	263,818
„	Japan	18,128

BRITISH TRADE RESTRICTIONS

The United States Consul General reports from London that the sale or purchase of teak logs, planks, and decking and lignum-vitæ is forbidden from October 5, except under license.

Selling Fall Sporting Goods

Sporting Goods Salesman Has Many Hard Customers to Deal With—Overly Critical Type Should Receive Patient Treatment and Argument Avoided—Fall Sale of Shotguns.

THE sporting goods season is about to come to the fore again, with the usual array of merchandise peculiar to the fall and winter periods. Shooting time is here and with the winter fast approaching many other lines will be making their appearance in displays.

Big possibilities are contained for the hardware dealer in selling sporting goods lines, and close attention to the department combined with a little extra salesmanship at this season will do much to increase the turn-over. Many types of customers have to be dealt with, and perhaps in no line are the purchasers' peculiarities so much in evidence.

Sometimes the patience of the sporting goods salesman is apt to become exhausted at the overly critical customer whose "over-criticalness" or innate desire to exhibit his ignorance about every article in the interior of the sporting goods department comes to the surface when least wanted. You not infrequently can scent him in advance, for his voice is heard in all corners and in all enterprises. But at times he advances on the scene just as you are about to sell the article he is bent on criticising, for he is unsparing of time or place, and usually it requires much tact, a plentitude of formidable patience, and, more than all else, an expert's intimacy with an article to break down his plausible arguments. Every kind of business has to stand for him because he seems to be of a kind that is always extant.

Difficulties in Selling Shot-guns

It is within close domain of my memory, says one dealer, one of those knockers trying to make a victim of a salesman while he was in the act of selling an automatic shot-gun. Of course, he had used every gun manufactured and they had all failed in the particular work for which the prospective buyer intended using it. When, and not until, he had rid himself of his supply of accumulated choler against everything he knew nothing about, the amiable harangue ended. The complainer was silenced satisfactorily. The prospective buyer purchased because more questions and objections had been answered during the conversation than he had thought of. So completely was every objection quashed that all his dubitancy about buying was no more.

For the salesman's part, it was an act almost of vocational, commercial preparedness—part of his cultivated personality injected into an every-day contingency.

Another grumbler had it in strong for the automatic and repeating shot-guns. No one ever heard him voice his objections out in the game fields or the duck blind. It was, apparently, his prime motive in life to appear at the sporting goods department just when a salesman was occupied in selling one of those "objectionable?" guns. He had the way of the rest of his life, of detaching himself from what he was scrutinizing—never observing—and appearing at the most inauspicious moment of the trade.

"They ought to legislate against the pump and automatics," he began, as the salesman had already anticipated from his first vision of him.

The salesman suspends his conversation and, if he knows the knocker personally, introduces him to the man wanting to buy one of his despised guns. He says nothing—at least not right then.

"As for getting rid of game, they ain't anything their equal" the knocker proceeds to announce in a louder tone, thinking it adds importance to himself, and strength to his assertion.

"I was once impressed the same way" almost agreed the sporting goods salesman "before I got one and used it in the field." He was no more on the defensive, instead anticipating the can't talk against magazine shot-guns. "Like yourself, I am a strict believer, and what's more important a strict observer of game laws, and I stick to the law of limits. Now, what's the difference if I take my pump or automatic and kill my ten or fifteen birds in a short while or a long while? That's up to me—the limit controls my number, and with the active warden system of the present it would be useless for me to dodge it."

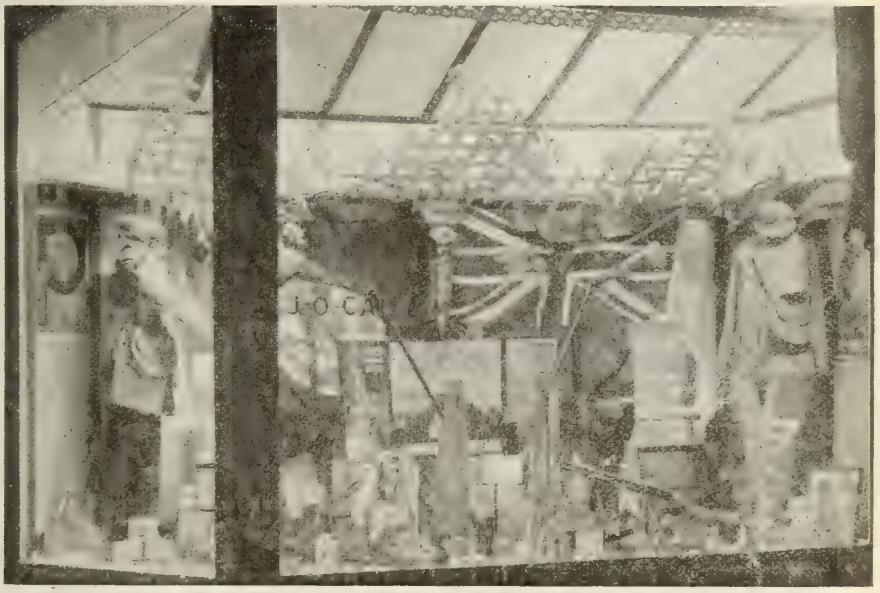
"But it is the wrong principle—they are against all the ethics of sportsmanship" interposes the kicker or knocker. "You are tempted to get too many out of range with so many shots at hand, and the result is cripples, and cripples."

"My experience has been just the opposite" the gun salesman comes back at him, with no loss of equanimity "seldom is the temptation strong enough for such as you assert, and were it so I could easily chasten myself into the use of solely two shells as I frequently do. I did for a while just keep two shells in the guns for ducks, but I found that I saved much game for myself that would otherwise get away to die unstopped by two shots. First that notably tough drake is hit. He climbs a little higher at the initial impinging of the shot. The second shot checks him some more only, though he yields a quantity of belly feathers. But the third shot makes him hit the water with a huge splash. Now, if I hadn't had that third shot in reserve, with the belly feathers proof of his being mortally wounded, he would have pulled away to die several hundred yards out in the rushes, useless to anybody. Isn't that so? As for game conservers the logic is their way, as far as concerns ducks."

In all this discussion it was observable, without once entering into argument, that led to nil, how, beforehand, the salesman silenced his opponent's batteries. You can bet the last red, the buyer had no hesitation about buying the modern shot-gun.

Every day some gentleman of the kind has to be handled in connection with the sale of sporting goods. The art or science of diplomacy must be resorted to, but the guiding movement of the occa-

(Continued on page 62.)



An effective Fall shooting display in the window of J. O. Cadham, hardware dealer of Portage La Prairie, Man. The arrangement is by H. Osland. Much of its drawing power lies in its completeness and natural appeal, and a touch of the "real thing" is lent by the presence of imitation ducks and birds suspended by wires.

The Brandram-Henderson Convention

Paint Company's Salesmen and Managers Foregather at Montreal—Window Dressing Competition—W. C. Jackson Won Efficiency Prize.

THE Annual Convention of the salesmen and division managers of Brandram-Henderson Company, Montreal, was held last week, concluding on Saturday. Salesmen were present from all parts of the Dominion, accommodation for the out-of-town delegates being provided at the Windsor Hotel which also served as the headquarters for the convention. A special dining-room was set apart during the four days of the convention for the delegates.

The opening meeting of the convention was held at the company's head office where an address of welcome was delivered by the President, Mr. George Henderson, who also presided at all the general sessions. An opportunity was given to all the delegates to go through the plant and watch the various interesting processes of lead corroding and paint making.

A unique feature of the convention was the setting apart of one hour for each division. During these periods the chair was taken by the divisional managers, who conducted discussions pertaining to the special problems in their own divisions.

The window dressing competition was keenly contested, each division entering a team, and windows were reserved by dealer agents in different sections of the city. An entire morning was allowed for dressing the windows. The prize was awarded to the Central Division team consisting of E. W. Charlton, chairman, and Messrs M. Wineroope, C. H. Gratton and W. M. Parry. The window used by the prize winning team was that of Philbin & Co., 4169 St. Catharine St., Westmount.

On Friday morning the delegates were taken around the city on a motor trip visiting the principal points of interest and stopping to examine the competing windows en route.

Great interest was displayed in the announcement of prize winners in the various sales competitions. All prizes were in gold, except the Efficiency Prize, which was a very handsome black seal travelling bag. The prize winners were:—

Efficiency Prize, W. C. Jackson, Ontario Division.

Regular Competitions, George E. Smith, Maritime Division, J. B. Cleveland, Western Division; S. Winterbottom, Western Division; W. A. Church, Maritime Division; O. E. Stewart, Western Division; M. Wineroope, Central Division; R. B. H. Cotton, Ontario Division; E. W. Charlton, Central Division; A. M. Towe, Ontario Division; W. M. Parry, Central Division.

The social features of the convention were well looked after, with Thursday's theatre party and Friday's smoking concert outstanding. A block of seats was reserved for Thursday night at the Orpheum Theatre, where the stage decorations left no doubt as to the presence of Brandram-Henderson conventionites. Special moving pictures were shown of the president, secretary and divisional managers, each in a characteristic pose, as well as a series of films showing tennis matches in progress on the company's lawn tennis courts. The close up of Harry Lemoine, winner of the singles competition, was one of the movie hits. The convention movies, which concluded with a picture of the sales force under the caption of "A Happy Punch," were well received by the entire audience, who were impressed with the progressive spirit shown.

The smoking concert on Friday night was participated in by some of the best talent in Montreal, and it made a very suitable finale to a convention that seemed to possess just the right proportion of instruction and entertainment.

A group picture of the sales force of Brandram-Henderson's, photographed at the recent annual convention of the salesmen and division managers of the company, held at Montreal.

What Hardwaremen are Doing

Notes on Advertising Appearing Throughout Canada — Economy is Outstanding Feature of Seasonable Stove Advertising—"Special" Combinations Attract Attention.

"FUEL Economy Essential" is the timely heading under which a stove and furnace advertisement was recently used by J. W. RORK HARDWARE, NORWOOD, ONT. Continuing, it says in part "Those contemplating having a furnace put in this season would do well to see us early. Let us make an estimate on the cost of having a furnace installed in your home and quote you prices. Fuel economy this year demands that you exercise the utmost precaution in selecting the best methods to heat your home during the coming winter. We can also supply you with coal oil heaters from $4.75 up. These will save you coal and wood to a wonderful extent in the fall and spring."

Stove and furnace advertising is much in evidence at the present time and something "special" is required to attract attention to the ads.

* * *

"Penny wise and pound foolish," says an advertisement by McCUBBIN HARDWARE, OAK LAKE, MAN., which continues as follows: "This old saying applies to the woman who will cling to her old stove after it has worn out in these days of high prices of coal. A good modern range will save its first cost in the amount of fuel consumed and give the user comfort in her task of economy."

* * *

A distinctively cold weather advertisement was recently published by HODSON HARDWARE COMPANY, MAPLE CREEK, SASK. Under the heading "Are You ready for the Cold Weather?" it says "Get your home in shape now for the approach of cold weather. We can supply you with everything you need to make your home comfortable. Cook stoves, ranges and heaters, coal hods, shovels, pipes, base boards etc."

* * *

A distinctive advertisement of a general nature recently published by PORTEOUS BROS. HARDWARE, CARLYLE, SASK., is as follows: "The stock is complete. We have always aimed to have more on hand than we expect to sell in the season. We have successfully buried that old fiction: 'We expect the goods along in a few days.' They're here. Time's money now. When you need hardware, call. Are your stovepipes in good shape or are you going to take chances? Examine them carefully."

* * *

ROLAND HARDWARE COMPANY, ROLAND, MAN., featured builder's hardware and other lines in recent advertising. One advertisement says in part as follows: "Getting money to build will be easier from now on than getting material. We have a large stock of "everything for building" in the hardware line, including tarred paper, building paper, roofing, hinges, door hangers and track, paints and varnishes. Compare our prices with others and we know we will get the business. Some specials were advertised as follows: Cold blast lanterns 90c each; lantern globes (short) per doz. 95c; cow chains, six styles ranging up from 20c; barn forks $1.60 each; straw forks $1.20 each; barley forks, long handle $1.65; 27 piece set of enamelware $5.00; Matchlite gasoline lamps $8.50 each.

* * *

With a reminder of "Colder Weather" in the shape of bold letters at the head of an advertisement, J. GARDINER, HARDWARE, DUNDALK, ONT., advertised stoves "for every need." Threshers' supplies and dry cell batteries at 35c each were also mentioned.

* * *

"One Hundred Day Guarantee" is the catchy heading of a stove advertisement used by DUNDAS BROS., COBOURG, ONT., which continues in part as follows: "If your stove for any reason fails to give satisfaction we agree to refund the price paid us on this stove any time within 100 days of the date of purchase." Get our prices when you begin to think "furnace."

* * *

An advertisement for washing machines recently appearing by A. L. SHIELDS, HARDWARE, KINCARDINE, ONT., says in part as follows: "At this season of the year when there are so many duties for the housekeeper, reason demands that she have every convenience. Nothing lessens housework so much as our ———— washing machine. The clothes are cleaned by the means of three large smooth vacuum cups. The filmiest garments can be washed without damage, no twisting or pulling as with the ordinary washer. It can be operated by hand or foot power, or both, and is as easily operated seated as standing. The mechanism is simple and trouble-proof."

* * *

An advertisement for electric washing machines was recently run by ASHDOWN'S HARDWARE, WINNIPEG, MAN. "Do it Electrically" is the heading of the advertisement which continues as follows: "Before next washday let us demonstrate to you the washing machine that takes the labor and drudgery out of washday. The ———— can be operated from an ordinary lamp socket, just a snap of the switch starts the motor which operates the machine and also the wringer. The ———— washes cleanly and thoroughly, doing the washing in about one-half the time required with old fashioned ways."

* * *

"The Watchword of To-day is 'Economy'" says a stove advertisement recently used by BREWER & HARRISON, PARKHILL, ONT., which continues; "The great wartime necessity finds all of us striving to make every dollar count. Two sure ways you must follow: 1st. Food consumption, 2nd. Fuel consumption. Now in fuel consumption we have a first class line of cook stoves and heaters that we feel sure will save coal and labor. Heat all day and night. Thoroughly substantial and made in different sizes to suit. Prices according to quality."

* * *

Under the heading "New Fall Goods" H. LENDON, HARDWARE, LEAMINGTON, ONT., recently used an advertisement of stoves and heaters. The idea of economy is again brought out in the wording of the advertisement as follows: A line of oil heaters for use during these cool evenings before winter. Heaters are fitted up, economical in cost and guaranteed not to give disagreeable odor when in use.

* * *

A stove advertisement containing some detailed information of interest to intending purchasers was recently used by J. R. MYERS & SONS LTD., HARDWARE, STRATFORD, ONT.

"You suppose that cast iron is something like hash—about as good as you want to make it—and you're right" says the advertisement, continuing: "To say a range is made of cast iron is the same as to say that a table is made of wood. You want to know what kind of wood—birch, elm, oak, or mahogany. Now, there is as much difference among cast irons as there is between mahogany and oak. And to look at the iron you can't tell the difference. But when you put a fire into a range and keep it there for months at a stretch, the difference shows up. The fire-box may burn away and call on you to pay a bill for a new one. The top of the range may twist out of shape. The joints may spread and let dust into the oven or let heat out. All this may happen with one range made of cast iron, while another cast iron range may show no signs whatever of wear. The difference is in the quality of the iron. It is worth something, then, to get a ———— range, because you know that the kind of cast-iron it is made of resists the wearing effects of heat and long use."

EDITORIAL COMMENT

UNION GOVERNMENT

SIR Robert Borden has succeeded in getting together a new Government that contains elements of the best strength of both parties and which can be depended upon to give a more vigorous war-time administration than any cabinet that could have been selected from either party exclusively.

The new Government is, however, a Union Government rather than a National Government, the new members being politicians rather than big business men. Nevertheless it gives promise of better things. The formation of a war cabinet to conduct matters pertaining strictly to the war is now being looked forward to with interest and it is to be hoped that the strongest men in Canada will be called upon to serve in this capacity. Sir Robert could go further with his reorganization and gradually draft into the service of the country the strongest men and brightest minds in Canada. It may not be possible to find cabinet places for them all but we might well follow the Washington plan and find administrative positions for them outside. The work of organization for war has been divided up by the Wilson Government and commissions control a great deal of it, commissions composed of the strongest business men and financiers obtainable.

AUTO BETTERS COMMUNITY LIFE

LATEST figures available indicate that the farmer is the one who is buying the automobile to-day. The prosperity of the farmer is going to be a splendid thing for the community at large. Just what does it mean?

It means better roads. It means better community life, it will help the "Back to the Land" movement as perhaps no other agency would. It has not been the work on the farm which has influenced the movement of the young people towards the cities—it has been the lack of entertainment, the feeling that they were stranded where there was no outlook but work, work, work, from morning to night.

Now the auto has changed all this. After the day's work, a few minutes' ride in the car brings them to town and a picture show, or they can enjoy a trip through the country visiting their neighbors.

The auto will prove of great educational value in many ways to the farmer. He will be enabled to go distances of 20 or 40 miles to see special tractor demonstrations or special stock exhibits — trips he wouldn't undertake with a horse and buggy and perhaps couldn't arrange for by train. There is no doubt that travel broadens the outlook and the farmer may not think so badly of his home town when he sees some of the others.

This is where an organization of the retail merchants in each town could do a great deal of good for themselves and the surrounding country. Make your town attractive, welcome the farmers, eliminate the corporation limits, and make it a pleasure for the people in the surrounding country to come to your town to do business. It means dollars and cents to you apart from the real joy that you will derive in doing something for somebody else.

BIG INCREASE IN AUTOMOBILES

THAT the total number of automobiles owned in Canada will reach the 200,000 mark before the end of the year seems quite possible from figures now available from the various provincial offices for the first nine months of the year.

The increase to the first of October over last year's total was approximately 60,000 cars and there are three months yet to come. Owned in Canada now, there are approximately 178,000 and when last year's total of nearly 118,000 is given the strides made are easily determined.

Throughout the country the farmers are beginning to get returns for their year's work and there is no doubt but that the number of cars sold between now and the end of the year will bring the total very close to the 200,000 mark.

The increase during the year so far has attained its greatest impetus throughout the Prairie Provinces, where a seventy-five per cent. advance is already noted.

Figures for the different provinces indicate just where the increase has been greatest and furnish interesting reading. Ontario leads the list with a present total approximating 70,500 cars, as against somewhat over 54,000 last December. Second place has been taken by Saskatchewan away from Quebec, the prairie province total now reaching 32,000 as compared with only 14,000 last year. Quebec's total last year was about 15,500 which has been increased to nearly 19,900 so far this year. Fourth place is held by Alberta, which province has practically

doubled its 9,000 total of last year. Manitoba is not far behind Alberta with over 16,500 cars. British Columbia comes next with 12,116 cars and from there to the extreme East again in Nova Scotia where 5,100 cars are going the rounds. New Brunswick is not far behind Nova Scotia while Prince Edward Island is still to reach the mark of 99.

These figures appear almost sensational but, before this country will parallel the United States in number of cars owned, figured on a ratio basis of population, there must be about another 120,000 in use. Canada's total must reach pretty close to the 300,000 mark and another fifty per cent. increase during the next twelve months will practically bring about this result.

THE WAR AND MAN POWER

DISCUSSING the effect on labor which the enforcement of the Military Service Act will have, *The Financial Post* says, editorially:

There can be no doubt but that the enforcement of conscription—the taking of at least another hundred thousand of Canada's ablest men—is a menace to the country's productive capacity. But there is no general murmur on that score. If the application of the measure is made fair and equitable and the exemption boards display a real knowledge of the country, there will be no complaint.

But there are other points in the labor situation which are worthy of cool thought. The taking of another hundred thousand men will aggravate a labor problem already very acute. Seeds of unrest are being sown with the working classes by a near-socialistic press. With the club which will be supplied by the taking of the first draft, labor will be in a position to make even stronger demands.

We note in the conscription announcements that no man will be allowed to take a lower wage to secure exemption, or no employer permitted to reduce wages because of influence used in behalf of a draftee. Such provisions are wise, even though they would only apply to very exceptional cases. We believe that under the circumstances and considering the high cost of living that employers should not only maintain wages, but increase them if possible. But there is more liable to be a crisis in the other direction. With the demand for labor continuing, the reduced ranks are likely to take advantage of their position to enforce higher wage standards than conditions warrant. There are problems in the making here for an energetic and capable Minister of Labor.

STEEL PRICES SATISFACTORY

CHAIRMAN E. H. GARY, of the United States Steel Corporation, in discussing the fixing of steel prices indicated that whereas profits of some manufacturers would be reduced, conditions in the trade would be improved. Chairman Gary spoke as a member of the American Iron and Steel Institute Committee which conferred with the War Industries Board over prices. In reply to an inquiry about the effect of the new prices, he said:

"Our committee was in conference with the War Industries Board on Wednesday and Thursday of last week and agreed upon recommendations to the President concerning the prices to be fixed for many of the leading semi-finished and finished steel products, and these were adopted by the President as published. On the whole, it may be said, the negotiations with the War Industries Board and the results were satisfactory to the steel producers, although the prices named are lower than had been expected.

"The disposition of the members of the board carefully to inquire into the facts relating to costs, capacity, facilities and profits has been so fair and frank that the manufacturers, without exception, will be influenced to respond to the requests of the board for production equal to full capacity. And the prices determined upon will, with some adjustments between manufacturers as to deliveries, yield profits sufficient to bring them within the President's original proclamation.

"The prices of commodities not already considered by the board will be fixed by arriving at a parity. The steel industry generally will be benefited by the attitude and action of the War Industries Board and the President. The profits of some of the manufacturers will be somewhat decreased. However, conditions will be more normal and they will be healthy."

THE BRITISH RED CROSS

THREE days of this week, starting Tuesday, have been devoted to collecting $500,000 for the British Red Cross in Toronto. The appeal, which comes from overseas, is a strong one, and those who stay at home should certainly make a strong effort to see that there is no lack of funds to carry on this magnificent work.

The appeal is Dominion-wide and it is hoped that when all returns are in, the totals will be surprisingly good. At time of going to press, the results of Toronto's campaign are not definitely known, but there is every reason to believe that the amount asked for will be subscribed with a margin over.

The strongest support has been given to the movement everywhere, and it is a worthy cause to which everyone should subscribe until it hurts. The appeal has been Give, Give, Give; we hope it will be answered sufficiently.

THE keen hardware buyer makes a close study of the advertising pages in his trade paper. The selling staff also secure many excellent sales suggestions from the ad pages.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

"FOULESS" SPARK PLUG

An entirely new principle of sparking is claimed to be introduced in the D. & D. Fouless plug, manufactured by the D. & D. Company, 20 E. Jackson Blvd., Chicago, Ill. Instead of one or more small

"Fouless" Spark Plug.

separate wire terminals, the end of the Fouless spark plug is formed in the shape of a slotted chamber or cage. In this cage is a movable ball. Vibration keeps the ball in continual movement. It is claimed that this design gives greater efficiency with a leaner mixture, and that it keeps the plug clean on the same principle that shot is used to clean a bottle. The inner wall of the cage is designed so that the ball is always the same distance from the electrode. The Fouless is claimed to be more economical than a cheaper plug, not alone because it fires a leaner mixture, but because of its in-built ability to act as an energizer. A double spark is given. The first jumps from the electrode to the ball, and the second jumps from the ball to the terminal. The second spark is claimed to be greatly intensified, producing a fat, rich spark that fires the leanest mixture possible for any plug. It is further claimed that the Fouless plug is economical, because the difference in price is quickly made up by increase in power and saving in fuel.

STEEL HEEL PLATES

The Root-Heath Mfg. Co., Plymouth, Ohio, are marketing "R. & H." steel heel plates, which are claimed to be unbreakable and to be the most durable plates on the market. They are made of specially prepared steel, and are put up in ¼, ½ and 1 gross plates in carton. Malleable heel plates are almost, if not impossible, to obtain, and, therefore, the plates are being made of stamped steel. A guarantee is given that the points or prongs will not break off. They are claimed to be neat in appearance and to wear well.

OUTLOOK WINDSHIELD CLEANER

The Outlook Company, Cleveland, Ohio, are marketing a windshield cleaner, known as the Outlook, that is claimed to entirely eliminate the danger of driving in rain or snow. The cleaner combines a scientific rubber squeegee strip with a rubber roller. The cleaner is operated by the touch of the finger, and as the squeegee strip moves over the glass it is claimed to wipe it clean at every point. The roller is adjustable to any car and holds the strip close and even to the glass at every point. The roller is also said to keep the cleaner up out of the way when not in use. It is claimed the Outlook can

Outlook Windshield Cleaner

be attached in a few minutes; is strong, durable, good-looking and needs no attention. It is designed to fit any car—gas, steam or electric—and in closed cars the Outlook Special is fitted through the glass. With an Outlook it is claimed the road can always be seen without changing the position of the driver at the wheel. Driving strain is, therefore, eliminated, and riding is done in safety.

MACBETH AUTO LENS

Macbeth-Evans Glass Company, Pittsburg, Pa., are placing on the market the Macbeth lens, which is claimed to give long range and ample side lighting. It is also claimed that the lens provided with the green visor, designed primarily to redirect all upward rays downward, gives the car on which it is used a distinctive appearance. The lenses are made in all sizes to fit standard lamps and sell

Macbeth Headlight Lens.

for $6 per pair in Canada, with a special for Fords at $4.80 per pair. The Macbeth lenses are advertised under the heading, "A Lighthouse Lens for Your Car," because, it is claimed, they give the same measure of safety to those who motor overland as the Macbeth lighthouse lenses are giving to travellers upon the ocean and inland waters. The front surface of the lens is divided into five horizontal prisms, each of which is inclined at a certain angle. As a result, it is claimed, the light is directed down below the horizontal, lighting the path of the car at the greatest possible distance without having the glare of the lamps blind the driver in an approaching automobile. The concave recesses in the back of the lens are claimed to spread the light laterally, thus providing the side lighting necessary for country driving and for turning corners.

NEW ROOF CEMENT

A prepared cement, ready for use, and which can be applied with a trowel to cracked joints, defective spots in roofs of slate, metal, or gravel and asphalt is on the market under the name of Reed's Patent Roof Cement, or in fuller title, Reed's patent Plastic Asphalt Roof Cement. The makers, Geo. W. Reed & Co., Montreal, claim for it that it will repair a roof where solder cannot be used, that it is very adhesive, sticks

(Continued on page 62.)

Winter Auto Accessory Time is Here

Lines to Make Driving Comfortable in Winter Time Are Numerous and Afford Opportunity for Increased Business—Gauntlets, Foot Warmers, Wool Caps, Engine and Carburetor Heaters, Engine Hood Covers, Anti-Freeze and Chains Indicate Range.

WINTER is fast becoming a time when automobiles are generally used. With the fostering of this feature of automobile driving there is presented an increased field for automobile accessories. Comfort in driving becomes the one big essential. Also it is necessary to protect the car against the possibility of hard wear during that period. Lines which readily suggest themselves as holding excellent possibilities for the development of trade include lap robes, gauntlets, wool caps, foot warmers, engine and carburetor heaters, engine hood covers, anti-freeze mixture, and chains for wheels. These are all lines which carry a good profit, and the hardwareman could perhaps make a bigger gain by concentrating on some of these lines than through the handling of some of the usual lines of the hardware stock. The sale price for some of these articles is fairly high, and when 25 or 30 per cent. is the usual profit for dealers, it can be seen that the field is a promising one for the increase of trade. The class of people who drive automobiles consists usually of those who do not scruple about spending a few extra dollars in order to have the use of their car during the winter time. Driving an auto in winter time may be very unpleasant if the proper adjuncts are not provided. But it can be made as comfortable as travelling in a Pullman if the owner is willing to be shown. It is the province of the dealer in automobile accessories to foster this trade through window displays and interior store displays. They are lines which add greatly to the richness of the store interior and give it an atmosphere of warmth. What more inviting article could be displayed than a good warm lap robe? Caps and gauntlets also remind the autoist that he can make himself comfortable in spite of the roughest winter weather.

Lap Robes Now Made in Canada

Prior to the war the majority of lap robes came into Canada from Scotland. With war conditions and the disturbance caused to industry in the Old Land owing to the lack of help and the use of plants for the manufacture of war materials, together with the difficulties of transportation, this trade with Scotland has practically ceased. Canadian manufacturers have in consequence had the field entirely to themselves. Some difficulty is experienced by wholesalers in getting stocks of robes owing to the scarcity of wool supplies. There are, however, several Canadian makers who are filling the need and are turning out a good article. Prices are naturally higher than they were in pre-war times. But this is a condition prevalent in almost every line, and people have come to look upon it as the accepted thing. Prices have increased 25 per cent. over last year. These robes are made in quite a variety of styles and coloring, including green and brown rugs, rubber interlined rugs, and imitation buffalo robes as some of the leaders.

Curtains invariably go with the automobile when it is sold, in order that it may be completely enclosed when rain or storm overtakes the autoist. These curtains will be requisitioned more generally during the winter time, and will be almost a permanent fixture on the car. An enclosed car keeps out much of the winter's cold, but some method of warming is usually found necessary to keep the interior comfortable. One of the less expensive types of heater is that graced with the name of foot-warmer. These little contrivances provide a warm footrest, and when placed underneath the lap robe radiate considerable heat, which warms the body. These little foot-warmers burn fuel carbon, which can be replenished at a cost of 10c per brick. The foot-warmers in themselves cost in the neighborhood of $3 to the consumer, with a discount of 25 to 30 per cent. to the retail trade, according to the number taken.

Exhaust Utilized for Heating

The type of car heater which has been found to give quite general satisfaction is that which is placed in the car like a foot-rail, and on which the feet can be placed. The device is comparatively simple, and consists of a flexible pipe which clamps over the exhaust pipe and connects with the heater in the car. The rail in the car is perforated to allow the heat to come through. It is necessary to bore one hole in the floor of the car to allow the tube to come through. It is very easy to instal, and can be attached in an hour's time. There is a stopcock for regulating the heat. It can be turned off completely, or the amount of heat can be regulated according to the needs of the weather. When the car is going fast a greater heat is developed. This heating device is sold to the consumer at $10 for the small car size and $15 for the large car size. Prices to the retailer carry 25 and 30 per cent. discount from these figures, according to the number ordered.

Anti-freeze mixture is a necessary safeguard against freezing radiators in winter time. These mixtures in most cases are guaranteed to keep a radiator from freezing at a temperature of 20 degrees below zero. A necessary adjunct in connection with the anti-freeze mixture is a freezometer which sells to the consumer at $1, and is used for indicating the strength of the anti-freeze mixture, thereby showing the point at which the mixture can be expected to freeze. With continued use, some of the constituents of the anti-freeze evaporate, and it is necessary to add certain ingredients to keep the material up to required strength. Anti-freeze mixture sells in the neighborhood of $1.50 per gallon, and from three to four and one-half gallons is required, according to the type of car.

With the coming of cold weather, radiators are liable to spring a leak through the contraction caused by the cold. Also the rough roads of fall are liable to start a drip. Radiator cement is put up in tins, and is designed to stop a dripping leak. The consumers' price on this article is not great, being 65c per tin, but it is an article that at times is very necessary.

The engine hoods have almost come to be a necessity, whether or not very much driving is done. If a car is left standing for a few minutes on a very cold day without proper protection, trouble that may mean much loss of time and expense may develop. For the smaller cars, such as the Ford and Chevrolet, there are two types of hood, one a two-piece article for 1911-1916 models, which sells to the consumer at $3.40 each. Two-piece designs for 1917-18 model cars sell at $5.50, and are heavy felt-lined. For the larger cars the design is of heavy quilted material, black waterproof covering and asbestos lined. The price of this latter design is $14 to the consumer. Retailers are allowed a discount of 25 to 30 per cent. off these prices.

To safeguard against freezing when the car is left standing in the garage there is provided the engine and carburetor heaters. These are of two designs usually, one being a flat little coil and the other a radiating heater. Either of these types can be used for attaching to an ordinary light socket to place under the hood against either the carburetor or radiator to be left there during the night.

Other Winter Accessories

Chains are a very necessary line for winter car running to prevent slipping and skidding in the snow or on wet roads. There are two types of these chains. The 30 x 3½ tire sells at $4.50 and $3.30 per pair. For the heavier tires, 34 x 4, the prices are $5.50 and $4.30 per pair. These prices are subject to the usual discount of 25 to 30 per cent. to the retail trade. Wool-lined gauntlets and wool caps are also essentials to comfort in the winter weather. Wool-lined gauntlets of one-finger type sell to the consumer at $5 per pair and wool caps at $1.50 each. The lines above indicated are sufficient in number to allow the dealer in auto accessories to see the possibilities of this trade. It will mean money in his exchequer if he takes advantage of the opportunity. Window displays and displays in the interior of the store, together with price ticket attached, are effective means of advertising.

EVENTS IN THE TRADE

BUSINESS CHANGES

Buchanan, Sask.—Plaxin & Verigin, hardware, have been succeeded by Plaxin Bros.

Manville, Alta.—S. Johnston, hardware, has been succeeded by A. E. Williams.

Toronto, Ont.—J. Greenwood, hardware dealer, has been succeeded by J. M. Boyd.

Delburne, Alta.—A. E. Ferrell, hardware, etc., has sold hardware business to R. B. Wilkinson.

Toronto, Ont.—Boyd & Leslie, hardware dealers, have dissolved partnership. W. G. Leslie continues.

Spring Valley, Sask.—F. J. Theobald, implements and autos, has been succeeded by Spring Valley Hardware Co.

Winnipeg. — Manitoba Frost Wire Fence Co., Ltd., wholesale and retail dealers in wire fences, have discontinued.

Quebec.—Grenier & Chalifour, painters, have dissolved.

Montreal, Que.—N. Langelier, hardware dealer, has sold assets.

TRADE NOTES

Montreal.—N. Langelier, hardware, has sold stock.

Benito, Man.—C. W. Staples, furnace and hardware dealer, has sold stock.

Grand Mere, Que.—O. Nobert, hardware, is advertising business for sale.

Winnipeg. Man.—Winnipeg Hardware & Jobbing Company has sold stock to M. Steinburg.

Canora, Sask.—A. M. Darrach & Co., hardware, have sold stock to D. H. Sutherland.

Canning, N.S.—R. W. North, general store, has moved his hardware and other stock to Eaton & Co. store.

FIRE LOSS

Ceylon, Ont.—Stevens Bros., hardware, suffered fire loss.

OBITUARY

Clinton, Ont.—G. Lavis, implements, etc., is dead.

F. D. Canfield, Jr., a director and large shareholder of the Canada Foundries & Forgings Co., died in New York recently.

Edmund Steytler, general manager of sales, Pittsburg Steel Co., died at Atlantic City, N.J., October 8, 1917, after a lingering illness.

PERSONAL

Charles Pringle, general merchant, of Baldwin, Ont., spent a day in Toronto on business.

E. S. Sherwood, representing the T. E. Partridge Rubber Co., manufacturers of rubber goods, Ottawa, Ont., was in Toronto during the week.

H. Samuel has received word of the death in action of his brother Lieut. Cecil Samuel, late of the firm of Samuel Benjamin Company, Toronto.

Charles H. Laird, Jr., representing Lane Bros., manufacturers of hardware specialties, Poughkeepsie, N.Y., was in Toronto during the week calling on the wholesale hardware trade.

THE LATE BENJAMIN MOORE

Notice of whose death appeared in the October 6th issue of HARDWARE AND METAL.

L. P. Winslow, until recently connected with the Ontario Wind Engine Co., and E. R. Hambly, formerly associated with the Canadian Credit Men's Association, have joined the Winnipeg sales force of Messrs. Beatty Bros., Ltd.

Frank Parrish, for many years assistant general purchasing agent of the American Bridge Co., Pittsburgh, and well and favorably known to the trade, has been appointed purchasing agent of the Canadian Steel Corporation, Ltd., and will be located at Ojibway, Ont.

F. A. Healey, buyer, of Revillon Wholesale, Ltd., wholesale hardware merchants, Edmonton, was in the city the first of the week. Mr. Healey left Edmonton two weeks ago on a five weeks' buying trip, his time being divided between Hamilton, Toronto and Montreal, as well as some cities across the border. Mr. Healey left HARDWARE AND METAL a copy of Revillon's new general catalogue, notice of which appears in another section of this issue.

INDUSTRIAL NOTES

Montreal.—Canada File Company has registered.

Montreal.—Consumers' Glass Co., Ltd., has obtained charter.

Trenton, N.S.—The Humphrey's Glass Works will build a glass factory here to cost $150,000. E. H. Humphrey, of Trenton, is interested.

Port Colborne, Ont.—During a storm here on Friday, the ore bridge at the Canadian Furnace Co.'s plant was damaged to the extent of $80,000.

Chambly, Que.—The Canadian Leather Board Co. is in the market for shafting, pulleys and other equipment for its factory, which is being erected at a cost of $250,000.

Brockville, Ont.—At a meeting of the Canada Foundries & Forgings, Co., held here on October 10, it was decided to purchase the Delaney Iron & Forgings Co.'s plant at Buffalo, N.Y. The company will go extensively into the manufacture of marine forgings.

Cochrane, Ont.—The plant of the Metagami Pulp & Paper Co. at Smooth Rock Falls, on the Metagami River, is completed. The turbines have been tested, and the installation considered successful. The plant will be in operation within the next few days.

Victoria, B.C.—The Canadian Copper Co. has sold a $2,500,000 bond issue in New York to finance development of their properties at Copper Mountain and Similkameen. A concentrating plant to handle eventually 3,000 tons of ore per day will be constructed. The company has already spent a million and a quarter dollars on the property.

INCORPORATION

Gravelbourg, Sask.—Gravelbourg Oil Co., Ltd., has incorporated.

Montreal.—Canadian Union Iron Mines Corporation has been incorporated by A. Savard, T. F. Lyons, and N. Terk, all of Montreal, with a capital of $1,000,000, to acquire and develop mining properties. The head office is at Montreal.

Montreal.—The Dominion Battery Co. has been incorporated with a capital of $200,000 to manufacture batteries of all kinds, flashlights, lamps, heating appliances, etc., at Montreal. The incorporators are: Eldon Moir, John Campbell, and Oral N. Birchard, all of Montreal.

Cochrane, Ont.—The Ontario-Quebec Pulpwood Co. has been incorporated with a capital of $40,000 to manufacture pulp and pulp products. The provisional directors are: Charles M. Garvey, T. M. Weatherhead, and B. E. Lawless, all of Toronto.

CATALOGUES and BOOKLETS

NEW PUMP CIRCULAR

"7 Pumps That Take the Place of 700" is the interesting title of a 24 page circular just issued by Beatty Bros., Ltd., with head office at Fergus, Ont. The circular shows ready-to-ship pumps, pump standards, cylinders, pump leathers, etc. The circular is printed in green, gold, red and black and should prove interesting reading to retailers generally.

REVILLON WHOLESALE LTD. CATALOGUE

One of the most compact catalogues yet issued in Canada is that now being sent out to the trade by Revillon Wholesale Ltd. of Edmonton, Alta.

Several new features are embodied which will undoubtedly appeal strongly to the firm's customers, before mentioning which attention might be directed to the cover. In addition to carrying the firm's name, trade marks of various manufacturers are shown—lines of goods for which Revillon's are either agents or distributors. This makes a very novel type of cover and a decidedly attractive one.

The use of small cuts of uniform size for each class of goods has resulted in an excellent display of the merchandise. Each page or two facing pages carry a complete showing of one line of goods, so that comparisons of sizes and prices are easily made.

Inserted between every two pages is a double-sided, ruled sheet which can be used as a price book. The folio for each page is plainly visible through round hole punched in the corner of the price sheet. Revillon's expect this price sheet will prove of great benefit to the retailer, making the catalogue, as it does, serve a double purpose.

Throughout the book a uniform discount applies. In some cases standard lists are given, but Revillon's own list appears on every article, which undoubtedly will result in great convenience to the user.

The entire book was the work of the staff under F. A. Healey's supervision. All the printing was done in Edmonton. The cost of mailing the book was about twenty-four cents.

AUTOMOBILE ACCESSORIES

Many new items of automobile accessories are illustrated in the 1918 catalogue "A 8" of the Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont. Prefacing the catalogue proper, is the following statement: "In place of adding to the list new articles of doubtful or unproved value it will be seen that we have even discontinued a number of the popular items which we have formerly supplied." It is stated that this action was taken in order to concentrate all effort in perfecting the design and improving the production and quality of the selected list as outlined in the catalogue. Tire carriers for Ford cars with a three arm attachment and pressed steel basket are featured, as are also front and rear bumpers for heavy cars and for individual makes of lighter cars. Strength and appearance are the outstanding features of the bumpers which are finished in nickel and black finishings. The bars are in a great variety of styles including channel, round and diamond shapes, resilient spring bars and the double-leaf spring bar. Various styles of fittings are also provided for attachment to various types of cars. Complete specifications of size and weight are quoted with each bumper, and prices are given. The catalogue is well illustrated with sketches showing method of attachment to various makes of automobiles. Auxiliary radius rods for Fords, also robe rails and foot rests are illustrated with accompanying details.

AID MANUFACTURERS ON TARIFF MATTERS

Montreal branch of the Canadian Manufacturers' Association is taking steps to facilitate the securing of information on transportation tariffs for Montreal manufacturers. W. P. Hughes, the Montreal secretary, recently conferred with J. E. Walsh, the transportation manager of the association, in connection with the revision of the tariff files. The result is that a list of about 500 tariffs is available in Montreal which information formerly had to be secured from Toronto by members.

It has also been decided to form a special transportation committee of the executive committee to co-ordinate still further the plans of the association for supplying transportation information.

His House in Danger.
—Cesare, in New York Evening Post.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1337. **Barrels.**—An American firm wishes to secure supplies of barrels in Canada to be used in forwarding large stocks of cement and other building materials to the Allied Governments in Europe.

1339. **Machines.**—A manufacturer in Barcelona, Spain, wishes to secure Canadian machines for making fasteners, safety pins, sewing thimbles, dressmakers' hooks, etc., etc. He asks for catalogues and price lists and particularly the length of time that would be required to deliver the machines.

1341. **Birch dowels.**—A Liverpool firm makes inquiry concerning the above for after-the-war business.

1346. **Agencies in Belgium and the North of France.**—A Belgian refugee in England who was established in business from 1888 until the opening of the war, wishes to arrange for Canadian agencies in Belgium and the North of France for firms exporting wheat, barley, oats, rye, peas, beans, buckwheat, flaxseed, linseed oil, fish oil, cod oil, seal oil, corn oil, oilcakes, oil meal, agricultural produce generally speaking, flour and lumber.

1348. **Wooden tea trays.**—Two British firms wish to import wooden tea trays made in Canada similar to trays formerly imported from Germany and Austria.

EXTENSION TO PLANT

The Plymouth Cordage Co., of North Plymouth, Mass., announce the completion of two new warehouses, having a total storage capacity of over 200,000 bales of fibre and over 50,000,000 pounds of rope and twine.

The company states that the uncertainty of the transportation situation has made it necessary to carry in stock, at all times, sufficient fibre to keep the mills running for long periods, so that all sizes and kinds of rope may be ready for immediate shipment.

Both warehouses are of the same type of construction. The columns are of reinforced concrete and the floors are of the flat slab type. The walls are terra cotta block, filled in between piers of reinforced concrete. The window frames are metal with wire glass. Spur tracks of the New York, New Haven and Hartford Railroad run alongside the warehouses, while the compressed air industrial railway of the plant runs through each warehouse.

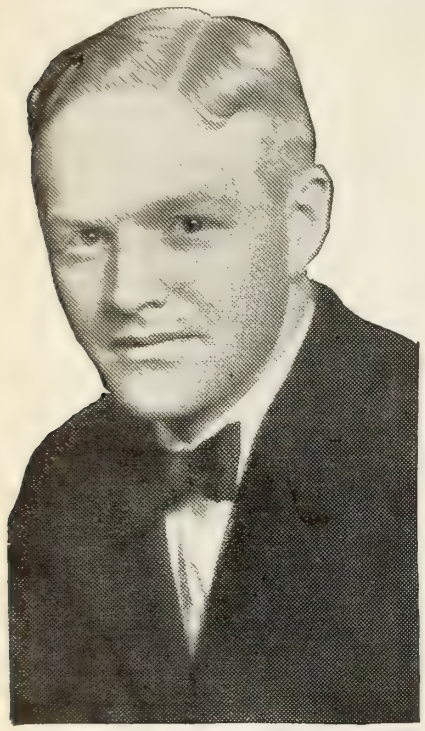
CONVENTION IN ATLANTIC CITY

The attendance at the American Hardware Manufacturers and the National Hardware Association annual meetings this week at Atlantic City is very large. These two great organizations exert an influence for good upon the trade in the States and its effect is even transmitted to Canada. Several representatives of Canada's wholesale and manufacturing trade are in attendance.

Noted Merchandising Expert Will Lecture

Frank Stockdale Will Deliver Course of Four Lectures on Subjects of Vital Interest to the Retail Trade.

FRANK STOCKDALE, known as the American Retail Merchandising Expert, has been secured by the Toronto Advertising Club to deliver a series of four lectures at Convocation Hall on the evenings of October 30, 31, and November 1 and 2. Mr. Stockdale for the past three or four years has been



FRANK STOCKDALE

an expert on business systems, who will lecture in Toronto.

connected with the Associated Advertising Clubs of the World, during which time he has given his lectures on retail merchandising. He was for many years engaged as an investigator, and was formerly a successful retail merchant. The Toronto Ad. Club has been trying for two years to secure Mr. Stockdale, and as evidence of his popularity it is stated that he is booked up for at least one year ahead. The strong point of Mr. Stockdale's lectures consists in showing merchants how to make more money out of their businesses.

The four lectures to be delivered in Toronto will be on subjects chosen from the following ten. Five of these Mr. Stockdale places under the heading of business building. They are as follows:—"Merchandise Display," "Informative Advertising," "Team Work in Retail Selling," "Intensive Selling," and "Business Building vs. Business Getting." The other five subjects grouped under a general heading of "Business Control" are as follows:—"Figures and 'Figgerers,'" "The Measure of a Merchant," "Speeding the Turnover," "The Babcock Test in Retailing," and "Who Pays for Advertising?"

Manufacturers, wholesalers, retailers, and bankers of the city are being circularized in connection with the series of lectures, which are supported by contributions from these sources. A downtown office at 502 C. P. R. Building (Tel. Adelaide 5489) has been secured, which will be a distributing point for tickets, and from which any information regarding the lectures may be obtained. It is expected a delegation from Hamilton will attend each lecture, and representatives of other parts of the province are also expected to be present.

Mr. Stockdale has given the same series of lectures in each of the large cities in the United States, and much of his success is attributed to the fact that he makes a study of local conditions and investigates local businesses before he applies the principles which form the foundation of his lectures.

PRIORITY IN AUTOMOBILE ACCESSORIES

(Continued from page 50.)

newspaper space and window displays, a silent salesman devoted to the many small lines could be used to advantage inside the store. It is well to keep this line prominently displayed and by bringing these goods before your customers persistently you establish your store firmly in their minds as the logical place to secure their supplies. "The casual observer of to-day is the keen, critical buyer of to-morrow" in the auto accessory game and probably a good seventy-five per cent. of your customers are prospective purchasers of motor supplies whom you can influence by keeping the line before them prominently.

Window display, newspaper advertising, interior store arrangement are three big factors in your success with motor accessories. They are being used extensively by many hardware men with splendid results and the auto accessory business is only in its infancy. As the line increases the hardware merchant will be found in the lead to obtain the big share of this business due to him.

SELLING SPORTING GOODS

(Continued from page 53.)

sion is the ability of the sporting goods salesman. He should tell the absolute truth and the goods sold must bear out his every statement. The sporting goods department is the place for the purchase of sporting goods. And every article in that department some day is going to be the recipient of a knock from a visitor. To-day the visitor or customer will go into a rampage of disgust because he sees a universally used wooden minnow equipped with a quantity of treble hooks. However, intelligent talk and perseverance are difficult potentials for the kicker to get around. They include so much that they welcome any attack. For the sake of winning his point the salesman must not argue, must not substitute an inferior for a well-known article. If the salesman is of this kind he is earning the money he is paid and will win without friction; otherwise the sale is lost.

NEW HARDWARE GOODS

(Continued from page 58.)

firmly to any surface, forming a tough leathery skin over the top, and further that it will not run or loosen from the joints or cracks to which it is applied either in summer or winter. It is espe-

Put up in convenient packages.

cially recommended for bedding slate and tile roofs and for repair work in all places where a water-tight joint is required.

H. & R. SELF-LOADING PISTOL

Harrington & Richardson Arms Co., Worcester, Mass., are introducing a new self-loading (automatic) pistol of .32 calibre. The new pistol is claimed to be the result of much investigation and long experimenting to produce a hammerless pistol of the automatic type which shall combine the desirable features of other pistols, and to offer in the highest degree simplicity of construction, strength and reliability of mechanism, together with light weight and compactness. The pistol weighs 22 ounces, is 6½ inches in length, and has capacity for eight shots. The pistol is fitted with three safety devices, rendering it safe from discharge by a jar. It is claimed the pistol is so constructed that it has no small or weak parts, and the use of coil or spiral springs throughout reduces the liability of breakage to a minimum. A cartridge indicator indicates definitely whether there is a cartridge in the chamber or not. For cleaning and oiling the pistol can be dismounted and assembled almost instantly, it is claimed, and without the use of any tool.

Oakville, Ont.—The Aluminum Ware Mfg. Co., Ltd., has been incorporated with a capital of $100,000 to manufacture and deal in household utensils made from aluminum, glass, china, porcelain, parian ware, etc. M. H. Mairs of Toronto is one of the incorporators.

THE CLERKS' DEPARTMENT

A MAN OF MANY SIDES IS BRITISH FOOD CONTROLLER

Lord Rhondda is a Typical Welshman and With Great Capacity For Getting Things Done—An Intimate Sketch.

LORD RHONDDA, the British Food Controller, is so much in the public eye that a composite sketch of him, made up from references in various British papers and appearing in Current Opinion, is of unusual interest:

So wonderful a food controller is Lord Rhondda that the English obtain American food for less money than it now costs an American. That, at any rate, is the charge. Rhondda has been a lord for only a very little while. Before that he was a Mr. Thomas. His people were originally in the coal business, and, in spite of the fact that he is a nervous sort of Welshman, it is said of him in character sketches that come out regularly in London papers that he is a romantic type—the sort of a person out of which novelists make their heroes. He was put in charge of their food by the English and given all sorts of dictatorial power over sugar and other things because he had long made a recreation of farming. This is the summing up of the whole matter by the London *News*. He is a humorist, a writer of epigrammatical notes, a pugnacious controversialist and the most typically Welsh creature imaginable—far more so than Lloyd George. He is not so charming a person as that other ornament of the ministry, Winston Churchill, but he has, says the London *Post*, far more ability. He has not the eloquence of his chief, the Prime Minister, but is more lovable. He has spent much time in calculating the amount of bread a working man ought to eat in a week, how much milk a three-year-old child may consume in a day and how long a growing youth ought to go without meat. His application of his own rules to these cases makes him one of the most canvassed personalities in the whole British Isles. Lord Rhondda has been famous in England, indeed, for some months—a long time in these days of war.

Coal Instead of Art.

He has, affirms a writer in *To-day* (London), a manner no less romantic than his physiognomical aspect, the latter being especially noticeable owing to his jaw and his smile. They are both fine. He was intended, we read, for a painter, and his early propensities with brushes were deemed remarkable for one so young. Finally he took up his father's coal business, which he expanded and rendered prodigiously lucrative. He had already gone through Cambridge and achieved distinctions like a seat in the Commons and the presidency of various commericial chambers and trade federations. Yet these things, we are told, do not interest him. He is all for farming. He has at different times expended princely sums in finding out that tropical fruits will not flourish in Wales and that the climate of London is unfavorable to the banana. Experience has thus moderated the fury of his first agricultural enthusiasm, but he is a romanticist as much as ever.

He likes beans, and the English, generally, do not, and this is a grave disappointment to Lord Rhondda. He has to be satisfied with seeing that they now get no more sugar than is good for them. In that, according to the London *Post*, he displays a really Welsh genius. It has long been a theory of his that people eat too much and the war has enabled him to prove it. Another idea of his is that fasting is excellent for the complexion, his own being, however, but an indifferent illustration of his theory. It is Welsh and swarthy, for Lord Rhondda belongs to the breed, our British journalistic authority affirms, which produces the black-haired, short and stocky strain. He proves it with his fist, a powerful weapon by means of which in days past he delivered uppercuts and fought until his nose bled and his antagonist had black eyes. Time has taken away this prowess of his as a boxer, but he still in his sixties talks learnedly of the ring. This propensity does not commend him to the churchgoers of his Merthyr constituency, but he is famous for the big majorities he gets on election days.

A Fortune in Coal.

How much money Lord Rhondda has made out of coal is one of the subjects concerning which Socialist leaders occasionally manifest curiosity. He has a genius for talking coal-land-owners into signing contracts, although in the Commons he can not make a grand speech in Mr. Balfour's manner. He has an excitable way of working himself up to passion's point when engaged in business transactions and this emotion communicates itself to the other party to the transaction. In the innumerable controversies over coal-rights in Wales "D. A." (David Alfred Thomas), as he was then dubbed, would appear at a critical moment with a contract in his pocket, duly signed and sealed. He has painted the most terrible picture of the ruin awaiting anyone who would not give him a contract to extract the coal under a certain Welsh surface, land or water. This aptitude for getting rich by revolutionizing a great industry caused one Welsh labor leader to term Lord Rhondda a demon in one aspect, although an angel in another. "Lord Rhondda has a dual personality. He is a sort of industrial Jekyll and Hyde. He is both an industrial organizer and a capitalist and the functions of the two are quite distinct. The capitalist pure and simple is a non-producer. In so far as Lord Rhondda is an organizer of industry, a man whose talents enable wealth production to be made more efficient, he is a producer, a worker and a public benefactor. But in so far as he is a capitalist, a mere owner of wealth and a drawer of profits, he is a public menace." Nothing is more characteristic of Lord Rhondda than his compilation of sketches of himself in which he is depicted as an exploiter of the wealth of his native land for his own capitalistic behoof. Whenever he is inclined to conceit, as he admits himself, he reads over the various studies of his career which represent him as the economic monster gorged with coal profits. "How often," he was asked, "do you feel conceited?" To which he replied: "Not often." It appears, too, from the sketch in the British paper, that Lord Rhondda once said an indiscreet thing. If he were a coal miner he would be a Socialist. This confession was thrown in his teeth by a writer in the London *Times*. "It is quite likely that I may have said that," conceded Lord Rhondda. "If I were a miner I would in all probability be a Socialist, for I should not then have the knowledge and practical experience of the application of economic principles which I now possess." He was having one of his fights with David Lloyd George at the time, whose senior by seven years he is. They were furious fights but the men have patched up their differences until the war ends.

Lord Rhondda was on the "Lusitania" when she was torpedoed by a submarine. He is said to have expressed considerable annoyance subsequently at the finding of Lord Mersey's court that "probably the disastrous attempts of the frightened passengers to assist in the launching operations" added to the difficulties of the crew in lowering the boats. His own view seems to be that the passengers were all heroes. "I suppose, in deference to Socialist opinions," he told a journalist, "I ought to except myself." The editor of *The New Age* does not think so. Lord Rhondda had gone to Canada with full powers to negotiate with the Dominion Government, although what he achieved there is one of the secrets of the war. "How did you feel?" he was asked by a reporter when he landed after the torpedoing, to which he replied: "Wet." Upon reaching home—he lives in South Wales—he was asked by a constituent if he had prayed during those awful moments after the torpedo struck, to which he replied: "I had already said my prayers before I had my breakfast." The statement is received, says the London paper, with ridicule, at least in South Wales.

A Farmer Graduate.

If farming were not so notoriously the recreation of Lord Rhondda, he would never have been food controller at all. This is the opinion of a writer in the London *Chronicle*, a paper not disposed to view the statesman sympathetically. He thinks he knows all about the condition of agriculture in England, but he has only the knowledge of the amateur. The stolid English farmer of the unscientific type does not take kindly to some of the Welshman's innovations. The householders do not relish the introduction of cards for this and that. Lord Rhondda has surprised those who knew him best by his unexpected patience with the discontented, his diplomacy, upon occasion even his fluency. At the end of

(Continued on page 72.)

WHAT OTHER PAPERS SAY

THE NEW STEEL PRICES

From *The American Metal Market*

The maximum price standards announced at Washington the afternoon of September 24th were:

Iron ore, 1917 prices, subject to modification by the amount, if any, that the lake freight rate should vary from the $1.00 season rate of 1917.

Pig iron, $33 for foundry and malleable at valley furnaces.

Steel bars, 2.90c; shapes, 3.00c; plates, 3.25c, Pittsburgh basis.

The maximum price standards announced at Washington the evening of October 11th were:

Billets 4x4 and larger, $47.50; billets under 4x4, $51; slabs, $50; sheet and tin plate bars, $51, all per gross ton, f.o.b. Pittsburgh or Youngstown.

Wire rods, $57 per gross ton; grooved skelp, 2.90c; universal mill skelp, 3.15c; sheared skelp, 3.25c; shell steel rounds, 3-inch to 5-inch, 3.25c; over 5-inch to 8-inch, 3.50c; over 8-inch to 10-inch, 3.75c; over 10-inch, 4.00c, all f.o.b. Pittsburgh.

No prices have been fixed on wrought iron.

The basis prices settled September 24th were universally admitted to be fair all around. They promised to afford excellent profits to producers, while they gave our Allies and the general public much lower prices than were being asked, and the Government agreed to pay only slightly higher prices than it had had in mind, or than would have been arranged if the "one price for all" principle had been adopted and the Government had paid its own fixed price, under the commandeering power and other prices had been left to the market.

The question with the additional prices announced last week is whether they are in keeping with the basis prices, for it was the distinct understanding that all other prices should be adjusted in fair relation to the basis prices.

The opinion of the *American Metal Market*, after careful consideration of all the facts, begun as soon as the basis prices were agreed upon, is that they are admirably in line with the conditions set. The only recognized trade rule for unfinished steel is one and one-half times the price of pig iron at valley furnaces, but the more common application has been to take basic pig iron and add $1 to represent Bessemer, taking one and one-half this to get billets, and then add $1 for sheet bars. When, however, pig iron costs are advanced somewhat unduly by the scarcity of coke and the high lake freight on iron ore, the proportion of one and one-half times pig iron to get billets is a trifle strong. When, however, mills are striving for maximum output the fact that billets and sheet bars are rolled in the same class of mill precisely, and at superficially about the same cost, yields to the fact that sheet bars must be accurate weight per foot while billets need not be, hence it is a fair compromise to set sheet bars at $51 and billets at $47.50. While scarcity must not be allowed to dictate price, or we should be adopting the principle that the classes of steel the Government most needs should pay the largest profits, steel not needed for war, but perhaps used for luxuries paying the smaller profits, still some consideration should be given to the fact that small billets and rod billets are very scarce, hence $51 for small billets can hardly be considered out of line. Slabs at $50 are fair both to maker and to consumer. If a mill buying slabs at $50 per gross ton cannot make very considerable profits selling plates at $65 per net ton the slabs if available should be used elsewhere or the practice corrected. Such a plate mill has a very small capital investment per ton of output compared with the concern that carries the material from the mineral in the ground clear through the plate.

The skelp prices are quite in line with bars at 2.90c and plates at 3.25c, grooved being at the former, and sheared at the latter prices, while the finish of the whole schedule is shown by universal mill skelp being set at 3.15c, as nobody has been building universal mills at high cost, while this has been done and is being done in the case of sheared plates, and the builders are entitled to an extra price that will enable them to amortize the extra cost of their mill within a reasonable time.

Finally, the wire rod price of $57 is $9.50 above 4x4 billets. Ten-year averages, through 1913, were $30.93 for rods and $24.82 for Bessemer billets, showing $6.10 spread. By far the biggest slash was in rods, and properly, for wire products were kept at reasonable prices, to protect the trade, while wire rods were sent up by the bidding of the Allies who had to have rods for making submarine nets, and exceptional profits upon such material cannot be countenanced.

The general and by far the most important observation with respect to this second batch of steel prices is that the Government is going about its work in the most thorough manner. It is not content to agree upon some basis prices and then let the rest of the schedule be adjusted in loose manner, perhaps out of line with the principle supposed to be adopted. It must be accepted that the control is to be rigid and complete.

This is noticed with respect to other steel commodities for which prices are eventually to be fixed, that the prices are to be strictly in accord. It will be no case of fixing a low base price and then making it up on extras. Nor is it going to be a case of the Government resting content on securing these prices in the case of its purchases for itself and its Allies. The general public was included in the agreement, and it is not going to be excluded in the performance. The Government compromised, by agreeing to pay somewhat higher prices, for its own materials, than it had had in mind, for the purpose of pulling down prices for the general public and obviously it is not going to rest content with performance of that part of the bargain that is against it. While no producers have agreed to sell to the general public material they are not in position to deliver they did agree not to sell to the general public, to anybody at all, at higher than the prices settled upon. There is no possible room for controversy on this point.

LEARNING FROM THE WAR

From *Hardware Age*

It is the testimony of history that despite the brutality and savagery of war, it nevertheless teaches enduring lessons both to individuals and nations. This is in accordance with the story of experience that human nature receives most of its advancement from stress, trial and misfortune. We are slowly imbibing the feeling of a national spirit and of co-operation as a people, but what are we learning in the way of business? One essential is the realization that conservation can be applied to matters other than food, and that nothing in commercial life needs it more than merchandising, especially as relates to the intelligent care of stock on hand.

Almost every dealer in the hardware business, whether wholesale or retail, has on hand goods which are "eating their heads off" in interest, insurance, rent and other carrying charges, and the dealer usually is entirely oblivious of this very expensive fact. It is a good time now, in view of the uncertainty of the future, to clean house and get the stock of merchandise down from the speculative point of view to that of a merchandising basis.

Concentrate largely on staple goods and keep a supply of them. Don't bother about the odds and ends and things of luxury that sell rarely and for which there is a limited demand. Cut out duplicates in the line. Reduce assortments of those items where there are two or more in stock and one will answer for them all. It does not matter now if unimportant items are short. Don't try to have a little of everything in the hopes that some day somebody will call for it. The manufacturers have started cutting out useless assortments in their line, and the dealer can well follow suit.

Sell what you have on hand, for it can easily be done by intelligent salesmanship, rather than add unimportant things that only a few cranks want. Have bargain sales of goods you have had on hand a long time and then turn them into money, even if the process does not show a big profit. If an article is a "sticker," put a price on it that will move it. The longer you have it the harder it will be to get rid of.

Another lesson is that of co-operation. Doing things for one's country does not consist solely in working for the nation as a whole. Commence likewise at home by doing things for the place in which you live. That is by far the most effective and enduring way of building up the Nation's wealth and strength.

The welfare of the country consists in the general well-being of the many, not in the special riches of the few.

There should be a commercial club in every town and hamlet in the country, not for the purpose of meeting occasionally and passing resolutions, and also of providing a professional secretary with an easy living, but rather to be the inspiration of all the surrounding country, and to furnish the initiative for action in the ways of good roads and streets, running water, electric lights, good schools, places of amusement and all those factors which make for the progress and improvement of the people.

Most of all, there must be a realization that competition had better be in enterprise and quality than merely in prices. And there must be a realization of the importance of close and cordial relationship, business and personal, between those in town and those on the farm.

PROBLEM OF FUTURE PRICES

From *Hardware Age*

Governmental action in fixing prices for staple steel and iron products brought to a

(Continued on page 76)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THERE has been a steadily upward trend to the market for hardware commodities during the week. A number of lines of automobile accessories have also been increased in price. While lower prices have been established on iron and steel by the Federal Trade Commission in the United States, this factor has not as yet affected the manufacturing situation, as the mills are mostly working on Government orders and it will be some distance in the future before lower prices can be obtainable for the domestic trade. The only commodity in which there is evidence of weakness is in galvanized sheets, in which slightly lower prices have been recorded. Intimations are made in some quarters that there is a probability of an embargo being placed on shipment of these from the United States, in which event prices will in all probability rule firm again in the Canadian market. Lines in which advances have been recorded include tire chains, bumpers, all cotton products, such as twine, rope, sashcord, candlewick, awning cord and seine twine; firmer chisels and framing chisels, mouse and rat traps, table cutlery, oilers, lubricating oil, revolvers, fishhooks, horse pokes, hay rakes, canthooks and canthook handles, peaveys and peavey handles. Linseed oil was in weaker market with declines registered, while turpentine was in stronger market with advances. Business has been seasonably good. Considerable shipment of winter goods is now going on.

MONTREAL MARKETS

MONTREAL, October 17.—Steadiness in the manufactured lines for the most part, a phenomenal shortage of sheet metal, and dullness to weaker tone in the ingot metal markets characterise the hardware trade conditions in Montreal for the current week. Paint trade supplies are steady for the time being, but the weakness in ingot lead may affect white lead in oil. There is good demand for all kinds of heaters, and coal oil for the oil heaters has been in brisk fall demand also. A better demand for rope was noted recently. Retailers are sorting up stock very carefully now according to the reports of the wholesalers, and while no speculative demand is noted, buying is brisk and business is good in the main. Influence of United States conditions on the markets is producing some hesitation, mainly in the case of metal products.

Cotton Twine, Rope And Candlewick Up

Montreal.

SHELF GOODS, ETC.—Again the change lists have been less crowded in Montreal, and shelf goods and heavies alike are without many alterations.

Cotton Goods Firmer

In cotton goods, however, there is more firmness, and cotton rope is advanced so that 3/16 in. size is now 50c a pound, and ¼ in. and up 48c.

Sash Cord Advances

Sash cord has also advanced and No. 6 is now costing 55c, No. 7, 54½c, and sizes No. 8 to No. 12, 54c a lb.

Candlewick and Twine Up

All cotton candlewick and counter twine is subject to an advance of ten per cent. this week.

Pipe Cutters Advanced

Barnes and Saunders pipe cutters are up this week by ten per cent. over previously quoted prices.

Savage Rifles Scarce

It is almost impossible to secure supplies of Savage rifles now. The manufacturers are busy with war orders and are not allowed to supply the civilian trade even if they could deliver the necessary production plus their war orders, but they are running to capacity on war supplies. Many orders from retailers have been coming in for Savage rifles owing to the hunting season now on.

Nails And Wire Still Steady

Montreal.

NAILS AND WIRE.—The market for nails and wire is unaltered this week, but firm with demand for nails and wire both showing the usual fall movement. Wire is being called for in country districts now where farmers are doing a little repair work to fences and enclosures following harvest. The base price for standard steel wire nails remains at $5.50 per 100 lbs., and for cut nails $5.75. Wire is still at $6.50 base.

No Changes In Iron And Steel As Yet

Montreal.

IRON AND STEEL.—There are no price changes to record in the market for the ordinary lines of iron and steel in demand by the hardware trade at large. The business is to secure supplies, however. It is difficult to get supplies of iron from the mills, and though sufficient stocks exist to meet retail trade demands for some time yet, the market is very firm, and doubts exist occasionally as to the replenishing of stocks. As regards price outlook the market is looking for some effects of the situation which has been developing in the United States, and is steady in tone for the present.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Great Lack Of All Sheet Metal Lines

Montreal.

SHEETS, PLATES, ETC.—It is felt by those interested in the sheet metal situation that a more pronounced scarcity of tinned iron, Canada plates, cokes, and similar goods could hardly have been considered possible earlier in the year. The situation in Montreal is practically one of famine for certain lines of sheet metal. That is to say the intending purchaser who is unprotected by contract with rolling mills made long

ago cannot secure supplies except by paying high prices in the way of premium over and above market quotations of recent date. Tinned iron in the large sheets is hardly available at all. Manufacturers with stocks of it for their own purposes would not consider parting with any even at premium prices for it is most uncertain of supply for the future. In fact in the opinion of the representative of one large firm of importers of sheet metal no more can be expected from the United States this year, and none from England for months to come. This refers, however, to supplies for the user who is not covered by contract. Those who contracted for supplies of plates some time ago may have their contracts filled from time to time, and from such supplies the ordinary consumer may be able to get a share at higher prices than the present merely nominal quotations given in current quotations. Some Canada plates are available, and the market in galvanized sheets is not so seriously short of stocks as in tinned iron and cokes. But there is no abundance of any line of sheet metal at present.

MONTREAL—	100 lbs.
10 gauge	$12 50
12 gauge	12 60
14 gauge	11 15
16 gauge	11 25
18-20 gauge	11 30
20-22 gauge	11 35
26 gauge	11 40
28 gauge	11 50

Demand For Heaters Reported Excellent

Montreal.

STOVES, HEATERS, ETC.—Demand for all kinds of heaters has been exceptionally good this season, but for ranges and cook stoves there is room for improvement according to views of wholesalers and some manufacturers. As regards the outlook for the future the market awaits news from the United States on the matter of iron and steel suitable for this industry. Sheet metal is exceptionally scarce, and this affects the manufacture of stoves, stovepipe, and the many varieties of hollowware—galvanized, tinned, and enamelled—which depend on the sheet metal market for their basic material. No advances in prices are announced or predicted this week, the tendency being rather to steadiness with an expectant outlook under present circumstances.

Gasoline And Coal Oil Still Unchanged

Montreal.

GASOLINE, ETC.—No change in quotations for gasoline in Montreal this week. In spite of firmer values for crude oil the product maintains a very steady market. Demand is good, and production is actively maintained. The formerly mentioned facts tending to indicate firmness in this market are still amongst the features of the situation but as pointed out in the Toronto report last week conditions across the border have a strong bearing on the Canadian situation, and may steady the market for a time yet. Demand for coal oil for heating purposes was particularly strong this fall owing to difficulties in the way of getting coal and the desire to conserve the coal fuel against the depths of winter. Gasoline is still quoted at 32½c per Imperial gallon and coal oil Royalite 17c, Palacine 20c per Imperial gallon.

Market Outlook In Rope Is Still Firm

Montreal.

CORDAGE.—The market for the main lines of rope and cordage is steadily firm. Difficulties affecting the raw materials for rope-making sisal, Manila, and other hemps are not relaxed in any way. It is even regarded as possible now that there may be more trouble in shipping across the Pacific which would make the market for Manila yet firmer. Demand exists for general lines of rope and cordage at present, there being a brisker state of business than had prevailed during the late summer and early fall. No particular demand for rope for special industrial purposes is noted, however, but retailers are adding to stocks, or sorting up on various lines. The market outlook is firm.

Lead Manufactured Products Steady

Montreal.

LEAD PRODUCTS.—There is no change in the prices of the principal lines of lead manufactured goods, pipe, sheet lead, etc. but the weak tone of the ingot metal market indicates a very strong possibility that the lead products may be lower yet. Demand for these lines is not active, and the view of men of experience in the metal markets is that lead may not quickly recover strength. Under these conditions the outlook in the lead products market is not to advance meantime.

MONTREAL—	
Lead pipe, lb.	$0 17
Lead waste pipe, lb.	0 18
Lead traps and bends	20% on list
Lead wool, lb.	0 17
Lead sheets, 3 lbs. sq. ft.	0 15¾
Lead sheets, 3½ lbs. sq. ft.	0 15¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 16

Market For The Old Metals Quiet

Montreal.

OLD MATERIALS.—Dullness of market and no change in quotations is the story of the old materials this week. Supplies are more than enough for demand in most lines, and demand is deferred pending the developments across the border which are having a depressing effect on all the metals more or less. Lead is particularly weak at present and the market for old lead products is not active. The outlook is not immediately indicative of coming firmness in any line, rather towards weaker tone, but events may alter this without much warning.

MONTREAL—		
Tea lead	$ 0 06	....
Heavy lead pipe	0 07	....
Yellow brass	0 14	0 15
Red brass	0 20	0 21
Light brass	0 09	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	25 00	26 00
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	22 00
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08½	....
Overshoes, lumbermen's rubbers boots	0 16½	....
Bicycle tires	0 03½	....
Auto tires	0 05½	....

Ingot Metals Are In Dull Market

Montreal.

INGOT METALS.—The feature of the ingot metal market is the weak tone of lead. The other metals are in steady market, but without any great activity.

TIN.—Quotations for tin are still 64½c to 65c with demand quiet, and tendency steady.

COPPER.—The market for copper is uneventful. Quotations are steady at 30c to 31c.

LEAD.—Pronouncedly weaker is the tone for lead, and quotations are now 10½c to 11c.

SPELTER.—There is no alteration in the quotations for spelter, this metal being quoted at 11c to 11½c.

ANTIMONY.—The market for antimony is unchanged at 18c to 19c. Demand small.

ALUMINUM.—At 65c the market for aluminum continues steady and quiet.

TORONTO MARKETS

TORONTO, Oct. 18.—The week has again been marked by the number of price changes which have been recorded. From indications it would seem that the steadily upward trend has not yet been arrested. It is true the United States Government has named lower prices for certain steel and iron commodities but the general opinion prevails that these lower-priced materials will not be obtainable for months in the future. Manufacturers must still work on high-priced materials because of contracts. On account of these contracts mills are able to take no additional business. Cotton products, firmer chisels, framing chisels, steam cocks, mouse and rat traps, table cutlery, oilers, revolvers, fishhooks, butchers' beams, horse pokes, hay rakes, canthook handles, peavey handles, include lines in which changes have been made in an upward direction. Linseed oil is down in price while turpentine is higher. Business has been seasonably good, shipments going forward on numerous winter lines such as skates, hockey sticks and kindred commodities.

Tire Chains Have Been Increased in Price

Toronto.

AUTO ACCESSORIES. — Dreadnaught and Imperial tire chains have been advanced in price to the consumer and retailer. On the popular size for the smaller cars the new list price is $4.50, the former list price being $4.10 for Dreadnaught type. For the Imperial 30x3½ size the former list price being $3 while the new list price is $3.30. For the larger size tires 34x4 the new list price on Dreadnaught is $5.50 and on Imperial $4.30, the former prices being $5 and $3.70, respectively. To the retail trade these prices are subject to a discount of 25 to 30 per cent.

Bumpers Advance Approximately 15%

Toronto.

AUTO ACCESSORIES.—A recent advance announced by Canadian manufacturers of bumpers for automobiles has also been made effective by wholesalers and provides for an increase of approximately 15 per cent. Channel bar bumpers which formerly sold for $8.75 list have been advanced to $10.10 list. Spring Universal bar bumpers which formerly sold from $11 list are now quoted at $14.75 list. Both of these designs are for nickel-plated type. Nickel channel bar for Ford cars was formerly at $8.50 list and is now $12.50 list price. Nickel spring bar bumper for Fords was formerly $10 list and is now $13.50 list. Nickel channel bar bumpers for Chevrolet were formerly $9 and are now $11, while the nickel spring bumper for Chevrolet was formerly $11 and is now $14.75. Above prices are subject to discount of 25 per cent. on small quantities and 30 per cent. on larger quantities to the retail trade. Canadian manufacturers have now taken to the manufacture of bumpers, which formerly came from the United States.

Lap Robes Now Obtained in Canada

Toronto.

AUTO ACCESSORIES.—The season is now here when the sale for lap robes will be heavier. The necessity for providing comforts against the fall and winter weather in order that winter driving may be made pleasant brings the robes in the class of a much-desired commodity. It is interesting to note that Canadian manufacturers now practically have the field to themselves. Before the war the Scotch robes were the big sellers in this market largely to the exclusion of Canadian makes. War conditions in the old land with the necessity of providing munitions and equipment effectually shut the Scotch robes from this field. Prices of robes have advanced approximately 25 per cent. over those of last year. The high price of wool and the difficulty of securing it have been the factors that have operated toward higher cost.

All Pottery Lines May Soon Go Higher

Toronto.

JUGS, CROCKS, TEAPOTS.—Intimations have been made in reliable quarters that there is strong probability that all lines of earthenware pottery are likely to increase in price within the next few weeks. If the advance is put into effect it will include earthenware jugs, butter crocks, churns, bowls, bottles, teapots and other lines. The factor that is operating to cause higher prices is the increased price of coal. The local manager of one of the large pottery company's stated that where ordinarily they have to pay $1.50 per ton for the grade of coal they use under contract last year their coal cost them in the neighborhood of $4.50 per ton and they anticipate the cost this year will be in the neighborhood of $6.50 per ton. Coal companies will not enter into contracts to deliver coal and the pottery companies are forced to buy in the open market. The item of fuel is the most important factor in the price of pottery as the raw materials cost but very little. The firing process, however, consumes great quantities of coal. If the advance takes place it may be in the neighborhood of 25 per cent. Companies will not take any forward bookings at present price and will take business only on the basis of immediate delivery.

Cotton Products All Moved Higher

Toronto.

TWINE. ROPE. SASHCORD.—An advance of from 1½c to 2c per pound has been made effective in the price of all cotton products during the week due to the steadily upward trend of the raw cotton market. Spot cotton in the New York market is now quoted at 28.45c per pound which constitutes a new high record. Cotton duck has been advanced 7½ per cent. Cotton rope is now quoted as follows: ⅛-inch, 56½c to 59c per pound; 5-32-inch, 53½c to 57c lb.; 3-16-inch, 50½c to 54c lb.; ¼-inch and up, 49c to 52½c. Awning cord is now quoted at 30 per cent. off list prices in some instances, while with other dealers the following net prices prevail: White—No. 3½, $1.80 to $1.85; No. 4, $2.90 to $2.95; No. 4½, $4 to $4.05; Drab—No. 3½, $2.20; No. 4½, $4.25. Cotton twine, three-ply, is now quoted at 56c lb. and four-ply at 60c lb. Hercules sashcord No. 6 is quoted at 55½c per pound; No. 7, 54½c; Nos. 8 to 12, 54c. Candlewick has been advanced 5c per pound and is now quoted from 57c to 60c per pound. Star cotton clothes-lines are quoted as follows: 30-foot, $1.90; 40-foot, $2.30 dozen; 48-foot, $2.80; 60-foot, $3.50 dozen; 100-foot, $5.80 dozen. Bag twine is quoted at 66c per pound. Cotton seine twine for No. 18 and up is quoted at 68c and under No. 18 at 69c per pound.

Firmer Chisels and Framing Chisels Up

Toronto.

CHISELS, DRAW KNIVES.—A considerable advance has been recorded in the price of socket firmer chisels through the change of the discount, the new discount being 66 2-3 per cent. off list as compared with the former discount of 70 and 10 per cent. Framing chisels, butt chisels and socket sleeks have all been moved higher, the new discount 60 per cent. off list, with an extra of $1 per dozen net for level edge. Carpenters' draw-knives, Razor Blade and Wagon-makers, are now quoted at 60 per cent. off list.

Mouse Traps and Rat Traps Advance

Toronto.

TRAPS.—An increase has been put into effect on mouse traps and rat traps during the week which now makes the net price on Holdfast rat $1.05 per dozen and Holdfast mouse 25c per dozen. Out-of-Sight mouse traps are now quoted at 75c per dozen and Out-of-Sight rat at $1.35 per dozen. Wood chokers, four-hole are quoted at $1.15 and five-hole at $1.25 per dozen.

Booking Prices on Hose Couplings, Nozzles

Toronto.

COUPLINGS, NOZZLES, STEAM COCKS.—Wholesalers in some instances have named spring booking prices on brass hose couplings and on nozzles. Half-inch couplings are quoted at $1.80 per dozen and ¾-inch at $1.90 per dozen. Canadian Gem nozzles are being booked at $5.75 per dozen. Higher prices were also recorded on brass stop cocks or steam cocks in some quarters, the new discount being 31 per cent. off list as compared with the former price of 33 1-3 per cent. off list.

Table Cutlery Advances 5 Per Cent.

Toronto.

CUTLERY.—Higher prices have been announced by the manufacturers in England on the Joseph Rodgers' table cutlery, including dessert and table knives, forks and carvers. The increase amounts to approximately 5 per cent. Pocket knives of the same make have not been increased in price. Wholesalers at the time of writing had not arranged their new selling prices but are expected to be in shape in the near future.

Coppered Oilers Advance 7½ Per Cent.

Toronto.

OILERS.—An increase of 7½ per cent. has been made effective on coppered steel oilers and the following prices now prevail: No. 10, $9.40 per dozen; No. 11, $12.80 dozen; No. 12, $1.85 dozen; No. 13, $2.30 dozen; No. 13A,

$2.50 dozen; No. 14, $2.70 dozen; No. 14A, $3.10 dozen; No. 14AA, $3.30 dozen; No. 14B, $3.50 dozen; No. 16, $4.30 dozen.

Revolvers and Butchers' Beams Up

Toronto.

REVOLVERS, SCALES.—Prices on Iver-Johnson revolvers have been increased in price during the week and safety hammer nickled .32 and .38 calibre are now quoted at $8.75, with blued at $9.10 each. For the .32 and .38 calibre blued six-shot the price is $10.15 each. Safety hammerless in nickeled are quoted at $9.60 for .32 and .38 and $10 for .32 and .38. Butchers' brass weigh beams are now quoted at a discount of 25 per cent. off new list prices.

Fishhooks Prices Have Been Increased

Toronto.

FISHHOOKS.—In anticipation of the next season's catch slightly higher prices have been announced. There has been talk in recent days of cheaper fish due to government influences. The present increase in fishhooks may be pointed to by fishermen as a reason why they should not be compelled to take less for their labor. Following are the new prices on some of the various numbers: No. 1 to 10, 95c per thousand; No. 1-0, $1.20 per M.; No. 2-0, $1.35 per M.; No. 3-0, $1.50; No. 4-0, $1.65; No. 5-0, $1.80; No. 6-0, $1.95 per M.; No. 7-0, $2.50 per M.

Three-in-One Oil And Horse Pokes Advanced

Toronto.

OIL, HORSE POKES.—On certain sizes of Three-in-One Oil higher prices have been made effective, the large size now being quoted at $1.90 per dozen. On the small size prices remain unchanged at $1.15 per dozen. Household size is quoted at $4.10 per dozen and Handy tins at $2.10 per dozen. Horse pokes have again been moved to higher levels, following an advance recently announced. Champion pokes are now quoted at $6 per dozen, Dictator at $6.90 dozen, Climax at $8.40 dozen and Pearson at $10.45 per dozen. In the case of the Pearson the increase was from $8.75 per dozen, the advance therefor being $1.70. Some concerns continue to quote Pearson at $9.50 dozen.

Hay Rakes, Cant Hooks and Peavie Handles Up

Toronto.

RAKES, HANDLES.—Hay rakes is one of the numerous lines to be increased in price during the week, iron bow straight being now quoted at $3.60 dozen and bent at $3.80 dozen. Wood bow straight is quoted at $3.85 and bent at $4.15 per dozen. Eureka hay rakes are quoted at $4.25. Cant hook handles have advanced, 4-foot size now selling at $3.75 dozen; 4½-foot, $4.15; 5-foot, $4.70 dozen. Maple peavie handles in 5-foot length are quoted at $4.95 and 5½-foot length at $5.35.

Seine Twine Also Up

In line with the advance in other cotton products is that in cotton seine twine to 67c per pound for Nos. 12-15 and 65c per pound on size Nos. 18-72.

Gasoline Used Faster Than Produced

Toronto.

GASOLINE, COAL OIL.—Statements recently by A. C. Bedford, president of the Standard Oil Company of New Jersey, show that the production of crude oil in 1916 was less than the amount consumed. In other words 308,272,519 barrels were produced and there were consumed in the same year 324,375,503 barrels of crude oil in the United States. Now that the United States has entered the war there will be a greater demand for the product. In addition to these figures nearly 23,000,000 barrels of Mexican crude were imported and used in the United States during the same period. The consumption of crude oil is none the less greater in 1917 than it was in 1916. Some Canadian oil companies state their business this year has eclipsed all other years. While the price of gasoline and coal oil is very firm in view of the situation there is no intimation that prices are likely to advance. The possibility of regulation of prices is having a steadying effect in the United States and this is reflected in the Canadian market. Gasoline is still quoted at 31½c and 32c and benzine 1c per gallon less. Coal is unchanged at prices given in current quotations.

Government Purchases of Rope Are Now Good

Toronto.

ROPE, TWINE.—Owing to the activity in shipbuilding there has developed a good business in rope for the equipping of ships and also for use in their construction. This comprises the bulk of the trade at the present time. Domestic demand is somewhat quiet. Prices are firmly maintained at recent advances, both on sisal rope and manila rope. In the primary market there is some talk of a further advance on sisal fibre. The appointment of an expert by the Federal Trade Commission to examine into costs of production has not had the effect as yet of causing the sisal farmers of Yucatan to get panicky. Prices on rope will be found in current quotations.

Stoves and Ranges Go Out Fast As Made

Toronto.

STOVES, ENAMELWARE. — The item of most interest in the stove and range market is the readiness with which they are absorbed once they are finished by the manufacturers. Orders for stoves have been very good and manufacturers are shy on material and labor is scarce. One concern has the output of their factory booked for the balance of the year. Oil stoves continue in excellent demand. Prices on furnaces, stoves and enamelware were steady, no changes having been recorded.

Nail Situation Holds Without Change

Toronto.

NAILS, WIRE.—There were no further changes in wire during the week, the most recent change being that in stovepipe wire recorded last week. Wire nails are still being quoted at $5.45 in the majority of instances by wholesalers although it is understood where competition has been keen these prices have been shaded somewhat.

New Prices On Canthooks And Peaveys

Toronto.

CANTHOOKS, PEAVEYS.—New prices have been announced on Pink's peaveys and canthooks. Malleable socket, duck bill hook, Eastern peaveys, are now quoted as follows: 4-foot, $24.50 per dozen; 4½-foot, $25 dozen; 5-foot, $25.50 per dozen; 5½-foot, $26 dozen. Duck bill canthooks, with malleable clasps and maple handle, are quoted as follows: 3½-foot, $19 dozen; 4-foot, $19.50 dozen; 4-foot by 2½ in., $20; 4½-foot, $20.50. Canthook maple handles, of the same make, are quoted as follows: No. 63, 2⅜ in.—3½-foot, $3.90 dozen; 4-foot, $4.25 dozen; 4½-foot, $4.60 dozen; 5-foot, $4.95 dozen; 5½-foot, $5.30 dozen. No. 63a, 2½ in.—4-foot, $4.25 dozen; 4½-foot, $4.60 dozen; 5-foot, $4.95 dozen; 5½-foot $5.30 dozen. No. 63b, 2¾ in.—5-foot, $6.35; 5½-foot, $7 dozen. No. 63c, 3 in.—5½-foot, $8.50 dozen; 6-foot, $9.25 dozen. Pink's maple peavey handles are quoted as follows: No. 64, 2 5-16 in.—3½-foot, $3.90 dozen; 4-foot, $4.25; 4½-foot, $4.60; 5-foot, $4.95; 5½-foot, $5.30. No. 64a and 64b, 2⅜ in.—3½-foot, $3.90 dozen; 4-foot, $4.25; 4½-foot, $4.60; 5-foot, $4.95; 5½-foot, $5.30 dozen. No. 64c, 2¾ in.—5-foot, $6 dozen; 5½-foot, $7. No. 64d, 3 in.—5½-foot, $8.50; 6-foot, $9.25 dozen.

Mining Tool Steel And Spring Steel Up

Toronto.

IRON AND STEEL.—An increase of $1 per hundred pounds has been recorded in the price of mining tool steel, which now makes the range of prices from $19 to $26 per 100 pounds. Lower range on spring steel has also disappeared, and prices now range from $11.50 to $15 per 100 pounds. Other iron and steel commodities remain unchanged. Canadian steel mills have been making some light shipments during the month on merchant account. There is but little change in the American situation, as it is impossible to get any further orders placed there and

lower prices set by the Government have accordingly not been a factor. Demand locally is fairly good.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	26 00
Sheet cast steel	30 00	35 00

Rumors Of Embargo On Galvanized Sheets

Toronto.

SHEETS, PLATES.—Local dealers in sheets and plates state there is a rumor current that the United States is likely to place an embargo on galvanized sheets. Already there has been placed an embargo on black sheets of No. 10 gauge and heavier. Intimations were made by Government authorities that some one hundred and fifty articles were to be placed on the embargo list, and as yet only about fifty of these have been named. Local dealers in sheets assert their belief that galvanized sheets is likely to be one of the number. If such a condition comes about, local stocks will be in strong demand, and the weakness now apparent may disappear. There was a grading down of prices in some quarters during the week, but for the most part quotations did not go below $11.25 on 10¾ oz. Prices on black sheets remained unchanged.

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$12 00
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	13 25
¼-inch boiler plate	.....	13 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Corrugated Sheets And Eavetrough Steady

Toronto.

CORRUGATED SHEETS. — Dealers are still waiting to hear something more definite with respect to prices established under the various classifications. Until these are announced, they assert, there will be no change in prices locally. Eavetrough and conductor pipe remained unchanged at a discount of 10 per cent. off list.

TORONTO—	Galvanized	Painted
	Per 100 Sq. Feet	
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Government Now Taking All Boiler Tubes

Toronto.

BOILER TUBES.—Intimations have been made to dealers in boiler tubes that all stocks now held must be held subject to the call of the Government. This means that the domestic trade will not be served from existing stocks. Where supplies will come from for domestic account is one which is causing concern, as present available stocks will soon be exhausted. Prices remained unchanged.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Wool And Solder Go Down

Toronto.

LEAD AND ZINC PRODUCTS.—Owing to the weakness in the primary lead market, declines have been registered in lead wool to the extent of 1c per pound, making the selling price now 15c. Solder has also declined for the same reason, namely, weakness and lower prices in the ingot metals. Guaranteed solder is down 2½c to 37½c; strictly half-and-half also down 2½c to 35c; commercial is down 3¾c at 32¼c, and wiping solder is down 2¾c to 37½c. Lead sheets and lead pipe remained unchanged. Demand for these commodities is light at present time.

Lead pipe, lb.	$ 0 17	....
Lead waste pipe, lb.	0 18	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 15	....
Lead sheets, 3 lbs. sq. ft.	0 15½	....
Lead sheets, 3½ lbs. sq. ft.	0 15½	....
Lead sheets, 4 to 8 lbs. sq. ft.	0 14¾	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 37½	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 32¼	....
Solder, wiping, lb.	0 34¾	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Yellow Brass And Copper Again Weak

Toronto.

OLD MATERIALS.—Yellow brass gave evidence of weakness during the week by a drop of 1c, making the range of prices from 13c to 14c per lb. Old heavy copper was easier in price by ½c to 1c per pound, making the price paid by wholesalers 20c to 21c per pound. No. 1 busheling was down, being quoted at $16 to $17 per ton. No. 2 busheling was firmer in price, being quoted up to $12 per ton. There is a good demand for most old materials from the mills at present, but supply is scanty. Release of copper by the producers in the United States at 23½c basis was accountable for the weakness in brass and copper.

TORONTO—		
Tea lead	$ 0 06½	......
Heavy lead pipe	0 08¼	......
Yellow brass	0 13	0 14
Red brass	0 20	....
Light brass	0.09½	0.10
Heavy zinc	0 06	0 06¼
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Copper Released By Producing Companies

Toronto.

INGOT METALS.—The item of greatest interest in metals during the week was the decision to release copper for domestic needs on October contracts by producers in the United States. Trade generally in ingot metals is quiet owing to the unsettled conditions that have prevailed in the markets.

COPPER.—A better feeling prevails in the copper market, due to the permission granted by the United States Government to producers, allowing them to make deliveries to customers on October contracts at 23½c basis. After the needs of the Allies are taken care of there has been a surplus available for domestic account at the established price. Locally copper was quoted down ½c at 31c per pound.

TIN.—The market is holding steady and firm in the face of a quiet demand. Prices locally ranged from 63½c to 65c per pound.

SPELTER.—There is little interest in the market for spelter, although some local concerns report a slightly better inquiry. Prices have not yet been established by the Federal Trade Commission in the United States. Quotations continued to be made in the local market at 10c per pound.

LEAD.—Lead was weaker during the week owing to the decline in price of a full cent per pound by the leading producer in the United States, otherwise known as the Trust. It was expected these interests would send the price down ½c, but it came as a surprise that the reduction should be double that amount. Since August 29 there has been a full reduction of 4c per pound in the primary market. Locally prices declined ½c, quotations being made at 10c per pound.

ANTIMONY.—Cheaper offerings were made in the primary market during the week, which injects a measure of weakness into the market. Locally prices were unchanged at 18c per pound.

ALUMINUM.—Lower prices prevailed in the primary market, but locally quotations were unchanged at 60c per pound. Demand is light.

PIG IRON.—There is no improvement in the pig iron situation, as the operation of the embargo in the United States effectually stops import into this country. Producers of pig iron in this country are affected also through the difficulty in getting raw materials from the United States. Prices in the local markets are purely nominal.

LONDON MARKETS

LONDON, Oct. 16. — Fall lines continue to be good sellers. Merchants though not speculating much at present are buying freely for their present needs. Prices continue firm with a few exceptions. Linseed oil and white lead have declined, and advances are recorded on cotton goods, table cutlery, brooms and turpentine. Other lines are firm. Collections are good, and business throughout the district is good.

Cotton Goods Advance Again

London.

COTTON GOODS.—A further advance has been made this week in prices of cotton goods, bringing new quotations to the following:

Braided awning cord, No. 3, $1.60 per doz.; No. 3½, $1.85; No. 4, $2.90; No. 4½, $3.90 per doz.

Cotton twine is 54c per lb. in 3-ply and 58c per lb. in 4-ply.

Cotton bag twine is 65c per lb. Candlewick is 55c per lb.

Seine twine prices are as follows: No. 18 and larger in 1 lbs., 63c per lb.; No. 18 and larger in ¼ lbs., 64c per lb.; No. 15 and smaller in 1 lbs., 64c per lb.; No. 15 and smaller in ¼ lbs., 65c per lb.

Braided cotton clothes lines, 50 ft., are $3.85 per doz.

Twisted cotton clothes line are $1.85 per doz. for 30 ft.; 48 ft., $2.75 per doz.; 60 ft., $3.35 per doz.

Sash cord has advanced 2c per lb. and is now 55½c per lb. for No. 6 cord; 54½c per lb. for No. 7 and 54c per lb. for No. 8 to No. 12.

Cotton rope is 51c per lb. in 3-16 in. size and 50c. per lb. in ¼ in. and larger size.

Table Cutlery; Brooms; Advance

London.

TABLE CUTLERY.—An advance of about 7½ per cent. has been made in prices of Joseph Rodgers' table cutlery this week.

Brooms

Corn house brooms have also advanced about ten per cent. in price during the week.

Coppered Rivets and Burrs

Net prices on assorted coppered rivets and burrs figured at the new discount of 15 per cent. are as follows:

No. 8 x ¼ lbs. $2.04 per 5 lb. pkg.
No. 8 x ½ lbs. $1.87 per 5 lb. pkg.
No. 10 x ½ lbs. $2.00 per 5 lb. pkg.

Nails; Rope; Sash Weights

London.

NAILS. — There has been no change this week in the price of nails. Wire nails are quoted at $5.45 base and cut nails at $5.75 base.

Rope

Rope prices are likewise unchanged at 39c per lb. base for pure manila; 33c per lb. base for British manila; 33c per lb. for New Zealand hemp and 27½c per lb. for Sisal.

Sash Weights

Solid sash weights are quoted at $3.50 per 100 lbs.

Sectional ½ lb. are $4.50 per 100 lbs.
Sectional 1 lb. are $4.25 per 100 lbs.

Spades; Shovels; Weather Strip

London.

SPADES AND SHOVELS.—Prices on spades and shovels are firm this week as follows: 1sts, 30 per cent. off; 2nds, 20/2½ per cent. off; 4th, 5 per cent. off.

Scoop Shovels

Prices on scoop shovels are as follows: Jones socket, 10 per cent. off; Jones strap, 7½ per cent. off; Wards, 7½ per cent. off; F. and W. socket, 10 per cent. off. Black cat socket net list.

Weather Strip

Wood and felt weather strip is 75 per. cent off; Swan hardwood strip is 75c per set; Frost King strip is $4.40 per doz. boxes.

Good Sale For Buck Saws; Chains

London.

BUCK SAWS.—There is a good sale for buck saws in the present market at the following prices: $8.70 per doz. for Happy Medium; $10.80 per doz. for New Century and $11.70 per doz. for Prince Rupert.

Auto Chains

Chains for automobile tires are being quoted this week at 25 per cent. off list.

Stove Pipes

Stove pipes, 6 inch bright, are $22.29 per 100 lengths; 7 inch bright are $23.55 ped 100 lengths; Elbows, 6 inch lt. pat., $2 per doz.; 7 inch lt. pat., $2.15 per doz.

Oil Heaters

Perfection No. 520 oil heaters are quoted at $3.85 each; No. 525 heaters are $3.80 each; No. 530 are $4.25 each.

Prices Steady on Miscellaneous Lines

London.

COW CHAINS.—Prices on cow chains have remained steady during the week at 12½ per cent. off list.

STALL FIXTURES, stamped steel, are priced at $1.25 per doz.

STOVE BOARDS, wood lined, are quoted at 30/10 per cent.

LANTERNS, long and short pattern, are $12 per doz.

LANTERN GLOBES, long and short pattern, are 85c per doz. in 6 doz. to case.; 90c per doz. in 3 doz. to case, and $1 doz. in 1 doz. to case.

Ash Sifters

Prices are likewise steady on ash sifters as follows: Common wood sides, $2.15 per doz.; Banner Rocker, $2.90 each; No. 1 Burrowes Rocker, $5.25 each.

SNOW SHOVELS are quoted at 12½ per cent. off list, and harvest tools are quoted at 25 per cent. off list.

Decline in Oil: Turpentine Up

London.

LINSEED OIL.—A drop of 12 cents per gallon has been recorded in the price of linseed oil this week, bringing new prices to the following:

	Raw Per Gal.	Boiled Per Gal.
1 to 2 bbls.....	$1.37	$1.40
3 to 5 bbls.....	1.36	1.39
6 to 9 bbls.....	1.34	1.37

Turpentine

An increase of 4 cents per gallon has been recorded in the price of turpentine, which is having a good sale at the present time. New prices are as follows:

Per Imp. gal.: 1 bbls. lots, 73c; 2 to 4 bbls., 72c; 5 gal. lots, 80c.

White Lead Down: Glass; Putty; Firm

London.

WHITE LEAD IN OIL.—A decline of 50 cents per 100 lbs. on white lead in oil has been made this week, bringing new prices to the following:

Tons: Pure lead, $17.50 per 100 lbs.; less, $17.80 per 100 lbs. Pure lead (Elephant Brand), $18 per 100 lbs.; less, $18.30 per 100 lbs.

Glass

Prices on glass are firm this week at previous quotations of 50 per cent. off for single and double diamond, and 40 per cent. off for cut lights.

Putty

Putty is likewise unchanged in price this week. Standard putty is $4.75 per 100 lbs., and pure putty $5.75 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, October 15.—Markets for the week are again very steady on all lines of heavy goods, but show quite a number of advances on shelf goods.

The first snowfall of the season occurred this week and has stimulated the stove trade throughout the West. Business in other lines continues very good, although it consists mostly of sorting orders.

A good deal of uncertainty exists throughout the West pending the decision of the government on the price to be fixed for Canada's wheat supply, and has resulted generally in making purchasers more conservative.

Good Demand For Hinges; Prices Firm

Winnipeg.

HINGES.—Good demand is shown on all lines of hinges with prices on all lines holding firm. To-day's quotations are are as follows: Light Tee and Strap, 10% off list. Corrugated Strap Hinges, 4 in., $1.70 doz.; 5 in., $2.10 doz.; 6 in., $2.85 doz.; 8 in., $4.60 doz.; 10 in., $7 doz.; 12 in., $10.75 doz. Corrugated Tee Hinges, 4 in., $1.90 doz.; 5 in., $2.55 doz.; 6 in., $3.25 doz.; 8 in., $5.65 doz.; 10 in., $8.75 doz.; 12 in., $12.40 doz.

Post Hole Augers

Prices on Vaughan post hole augers, although advanced by manufacturers some time ago, are just being put into force by the Winnipeg jobbers and show an increase of approximately 15%. To-day's market prices are herewith quoted: 5 in., $11 doz.; 6 in., $11.65 doz.; 7 in., $13 doz.

Galvanized Sheets Decline $1 Hundred

Winnipeg.

GALVANIZED SHEETS. — Galvanized sheets are still moving freely, with the market weaker and a decline of $1 per hundred pounds on 10¾ oz., Nos. 28, 26, 24 and 22 gauge, and with a reduction of 85c per hundred on No. 20 gauge. To-day's prices are quoted as follows:

Galvanized Sheets—Premier, Apollo or Fleur-de-lis Brands—10¾ oz., $12.50 100 lbs.; 28 ga., $12.20 100 lbs.; 26 ga., $11.80 100 lbs.; 24 ga., $11.75; 22 ga.. $11.75; 18 and 20 ga., $11.75; 16 ga., $11.60.

Black Sheets—10 ga., $11.25 100 lbs.; 12 ga., $11.25; 14 ga., $11.50; 16 ga., $11.50; 18 and 20 ga., $10.80; 22 and 24 ga., $10.85; 26 ga., $10.90; 28 ga., $11 100 lbs.

Higher Prices On Pine Tar

Winnipeg.

PINE TAR.—Owing to the excessive cost of tin cans it has been necessary to adjust prices on pine tar as follows: 1 gals., 70c. ea.; ½ gals., 40c. ea.; ¼ gals., $2.75 doz.; ⅛ gals., $1.75 doz,; 1/16 gals., $1.15 doz.

Tank Pump Leather

Tank pump leathers show a small advance of 20c per dozen, the former price having been in force for some considerable period. Price quoted to-day on 5 in. is $4 doz.

Bench Screws And Latches Advance

Winnipeg.

IRON BENCH SCREWS. — Further advances amounting to about 15% have just been issued on iron bench screws, making to-day's prices on 1 in., $10.50 doz.; 1⅛ in., $12.60 doz.; 1¼ in., $14.75 doz.

Latches

Another small advance has been necessary on thumb latches and barn door latches which show an increase of approximately 5%. Prices quoted are as follows: Thumb latches, steel, No. 2, $2 doz.; No. 3, $2.70 doz.; No. 4, $4.75 doz. Barn door latches, No. 5, $2.70 doz.; No. 8, $2.90 doz.; No. 9, $4.10 doz.

Good Demand For Wrought Iron Pipe

Winnipeg.

WROUGHT IRON PIPE.—The market still continues very firm on wrought iron pipe with good demand. Some manufacturers predict a shortage of this commodity which, no doubt, would necessitate revisions in prices. In the meantime prices remain as before.

Black—¼ in., $6.08 100 ft.; ⅜ in., $6.16; ½ in., $7.83; ¾ in., $9.95; 1 in., $14.67; 1¼ in., $19.88; 1½ in., $23.76; 2 in., $32.04; 2½ in., $51.30; 3 in., $67.05.

Galvanized—¼ in., $8.42 100 ft.; ⅜ in., $8.50; ½ in., $9.63; ¾ in., $12.38; 1 in., $18.27; 1¼ in., $24.75; 1½ in., $29.57; 2 in., $39.78; 2½ in., $63.59; 3 in., $83.16.

Bolts Are Firm; Carriage Heaters

Winnipeg.

BOLTS.—The demand for all kinds of bolts continues favorable with the markets firm. To-day's prevailing prices are as follows:

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and smaller, 5%; 7-16 and larger, 5%; plow bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts, ⅜ and smaller, 5% on list; 7-16 and larger, 5% on list.

Carriage Heaters

The demand for carriage heaters and coal continues good with prices remaining firm but further advances are expected. To-day's market prices are as follows: Heaters, 3D, $2.45 ea.; 5B, $1.75 ea.; 7C, $2.20 ea.; 7D, $2.65 ea. Coal, Clark's, 90c doz.; ABC, 70c doz.; Bricklets, 75c carton.

Advance Expected On Linseed Oil

Winnipeg.

LINSEED OIL. — Linseed oil prices continue to hold steady and are quoted as follows: Raw, $1.57 gal.; boiled, $1.60 gal. However, these prices are not expected to hold for long as U.S. markets report that their flax crop is away short of expectations, and as soon as exports commence advance may be looked for.

Turpentine

Turpentine, which declined 10c per gal. last week, shows no change and is quoted as follows: Bbls., 75c gal.; ½ bbls., 78c gal.; 5 gals., 80c gal.; 1 gals., 80c gal., plus the usual charge for containers.

CHANGE IN CANADIAN METAL TARIFF

Notice has been given that metal manufactures of the kinds named below are now produced in Canada, and similar goods imported into Canada will therefore be subject to the regulations against dumping. The anti-dumping provisions of the Canadian customs tariff of 1907, section 6, apply only to "articles exported to Canada of a class or kind made or produced in Canada." The metals listed in the bulletin are the following:

Yellow or Muntz metal in sheets of widths up to and including 36 inches wide and in bars or rods of diameter up to and including 5 inches.

Nickel silver and German silver in strips and sheets.

Tobin bronze in bars or rods as used for the manufacture of gas buoys, etc.

The second and third items of the list above are free of ordinary duty; yellow metal for use in ship construction or repairs is duty free, but when intended for other uses is dutiable. The war tax of 1915 applies to all the metals named without regard to their use. It is assumed that this tax is not regarded as "ordinary duty," and that no exemption will be allowed for the difference between fair market value and selling price to the importer in Canada except in the case of yellow metal not intended for ship construction.

In accordance with the regulations of September, 1914, the dumping duty is applicable in all cases when the difference between the fair market value and the selling price of the goods to the importer in Canada exceeds 5 per cent. of the fair market value. The dumping duty applies, without exemption allowance, to articles of a class or kind made in Canada when admitted free of ordinary duty.

JAPANESE IRON OUTPUT

The present total output of iron from Japanese foundries falls short of 1,000,000 tons, but it is expected that in two years it will increase to about 2,000,000 tons. It is then thought that the domestic demand for steel will be adequately met by the home product. At present, however, the steel available for general shipbuilding purposes amounts to not more than 50,000 tons. On account of the present condition of the industry it is impossible for Japan to meet her shipbuilding requirements by the home output, and she must rely upon imports to a very great extent.

CANADA BUYING MORE FROM UNITED STATES

Canada is now buying from the United States at the rate of $26,500,000 a month more than last year. The detailed figures of the foreign trade of the United States for the fiscal year ending June 30 show an increase of $319,000,000 in the total of Canada's purchases in that country as compared with 1915-16.

Washington's details of American trade for the twelve months ending June 30 show Canada as the third largest purchaser of goods in the United States, and offer substantial reasons why Canada's occasional applications for credit arrangement merit favorable consideration. Great Britain again led, with a total of upwards of two billions, and France was second with upwards of a billion. But at upwards of three-quarters of a billion dollars, Canada's total was $360,000,000 ahead of the country fourth in the list—namely, Russia-in-Europe.

WEEKLY PAINT DEPARTMENT

Refinishing the Auto

Auto Owner Does Not Forget Stored Car—Big Field Opening for Paint Sales to Auto Owners—Selling Complete Outfits—Keep Farmers Busy Painting This Winter—Useful Pointers for the User.

WITH the approach of colder weather, there are many auto owners who will be putting their cars away until spring. However, it will be found that these owners do not forget about their cars and will want to be doing odd little repair jobs all the time. This means a sale of auto accessories all the year round and there is one line which should come in for a big turnover from now until the green fields of another spring welcome the motorist. This line is paint.

Big Field Opening For Paint Sales To Auto Owners

There are very few cars which have been driven all summer but will need something in the line of painting. If the body does not need re-finishing, the wheels will—the top should be renewed or the lamps brightened up. And there are individual finishes for each part of the car or there are complete re-finishing outfits which eliminate the carrying of extra lines.

Selling Complete Outfits For An Auto

Manufacturers claim for the re-finishing outfits that very satisfactory results can be secured even from the amateur, if directions are carefully followed. This line would seem to possess merit from the retailer's standpoint as well in that the farm-owned auto will not come to the paint shop to be decorated. This then presents an opportunity for the retailer to push for this trade aggressively and there is no doubt but that the line can be kept active.

Keep Farmers Busy Painting This Winter

The farmer is as anxious to have his car dressed up nicely as the town man and will have an opportunity during the winter months to look after his car. It should be advisable for the retailer to keep this line actively before his customers both by window displays and newspaper advertising.

Useful Pointers For the User

An instruction card issued by one of the large paint companies in connection with an Auto Re-finishing Outfit which they market contains some splendid pointers, which it would be well for the retailer to pass along to his customers. Some of the main features they bring out are reproduced herewith:

Read Directions Through Before Starting To Work

First of all be absolutely sure that your car is thoroughly clean. Remove all mud, dust, grease and oil. After you have thoroughly washed your car, it is a good idea to go over the surface with a rag moistened with benzine or gasoline.

Sandpaper all the surface lightly, sandpapering thoroughly the rough places so that the repainted surface may be even. After sandpapering, dust the surface so that no loose particles adhere.

You now have your surface in proper condition for refinishing. When applying the enamel to your car see that it is not standing in a dust-filled room. Keep the windows shut so that there is no draught to stir up the dust and deposit it on the fresh surface. See that the temperature is even and sufficiently high to allow the enamel to flow out evenly and dry properly: from 70° F. to 80° F. is best. You cannot do a good job in a cold, draughty, or damp room or shed.

Apply one coat of enamel, first of all thoroughly stirring the material. Do not attempt to apply too heavy a coat: brush it out fairly well, at the same time avoid spreading it too thin. Allow the coat to dry a full twenty-four hours. Enamel is used on wheels, gears, etc., as well as body and fenders.

When the enamel is thoroughly dry, rub down with powdered pumice stone and water, with a piece of rubbing felt, to slightly cut or reduce the gloss. Then remove all trace of pumice by washing off with water and sponge, and dry off with chamois. Next apply a finishing coat of varnish, flowing it on carefully and evenly. Don't overlook to brighten up the dashboard woodwork, battery box and other woodwork with a coat of the varnish. Before using the car allow the varnish to dry for at least two days, then wash down with cold water and wipe with chamois, to prevent mud staining.

Special preparations are included for finishing the lamps, horn and other metal trimmings as well as for renewing the finish on the hood and side curtains.

Retailers generally are pushing the sale of all auto accessories energetically and the painting end of the business will undoubtedly come in for big share of this pushing. The rapid increase in the number of cars being used will undoubtedly result in increased sales for painting outfits and this would seem to be an auspicious time to start this trade moving quickly.

A MAN OF MANY SIDES IS BRITISH FOOD CONTROLLER

(Continued from page 63.)

a weary round of interviews with deputations and experts he plunges into a mass of statistics at home in a small room on the ground floor of his London residence. He has a passion for figures as well as for farming. He worked out in his own somewhat crabbed hand the calculations upon which are based the rationing system that goes into effect in Great Britain this very month. His main objects, as stated in the London *Spectator*, are to conserve supplies, to distribute them equally between rich and poor and to keep prices down. He works through local food committees and has arranged to extend his system to bread and meat. His scheme for feeding his countrymen goes into full effect by the end of December.

OUT OF IT.

"What are y' doin' now, Bill?"

Bill (proudly)—"I'm at Corps Headquarters now—a servant to the general."

"Oh, I see. You are a sort of a non-combatman."

A Bulls Eye That Counts

The moment you decide to handle **Jamieson's Pure Prepared Paints** exclusively you make a bull's-eye that counts in dollars and cents in your favor.

Handle our paints and varnishes and new business will come your way and stay your way.

Jamieson's line gives the consumer good value for his money, with good profit for the dealer.

R. C. Jamieson & Co. LIMITED
MONTREAL, CANADA
Est'd. 1858
Branches: CALGARY and VANCOUVER
Owning and operating P. D. Dods & Co., Limited

FINE VARNISH BRUSHES

Badger Hair, Camel Hair and Fitch Hair

These high-grade brushes are made of first quality hair. Badger, Fitch and Camel Hair go into their composition without exception.

These brushes are selling. Our strong and extensive advertising campaign is creating a steady demand.

Specially suitable for finishing work. Used extensively by auto factories, piano factories, and all manufacturers whose products require a high-class finish.

BOECKH TRADE MARK EST'D 1856 TORONTO

Link yourself up with Boeckh's for the best results in brushes. Take action now!

BOECKH TRADE MARK EST'D 1856 TORONTO

The Boeckh Bros. Company, Ltd., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 17.—Business in the main lines of supplies for the paint trade continues satisfactory. The present week has been marked by an absence of feature or change in quotations, turpentine being the principal item affected towards greater firmness. In mixed paints there is no change, but brisk general demand. While lead in oil and putty are also unaltered and to date no hint has been given of forthcoming change in these products. Linseed oil is still in uncertain mood due to the many factors affecting its market, factors which were mentioned last week. The general tone in linseed oil is strong for spot stock, slightly weaker for futures, and subject to changes. There are still some firms not in the market to sell linseed oil. Glass is unchanged following last week's announcements, and is in continued firm market.

Future Linseed Easy; Spot Oil Steady

Montreal.

LINSEED OIL.—Flaxseed in the North-west has been on the decline owing to the optimistic report of the Government as to new crop, the feature of decline being usual at this season. As a result linseed oil futures are easier The condition, however, does not apply to spot linseed oil. This market continues firm, and the tendency to hold on to spot stocks is still very marked, some firms are not quoting for immediate delivery at all. The problem of transportation bulks considerably in the question of future supplies of linseed oil, and is by no means reassuring. Water transportation is to be under Government control now, and foodstuffs (wheat and oats) will probably have preference in securing space on lake ships. Rail conditions threaten difficulty. Already it is hard to get cars. At this time last year cars were not hard to secure. The outlook is to firmness even though the future market has fluctuated towards easier figures for the time. There was a reversion to firmer, it may be noted, even in the future market at the beginning of the week, and this tendency may recur. Quotations to the retail trade are still as mentioned last week viz:

Linseed oil	Raw	Per Imp. Gal. Boiled
1 to 4 bbls.	$1.40-$1.46	$1.42½-$1.49
5 to 9 bbls.	1.39- 1.45	1.41½- 1.48

Turpentine Firmer Supplies Uncertain

Montreal.

TURPENTINE.—As pointed out in HARDWARE AND METAL last week, turpentine is in firm market, and the advances predicted as likely to take place have come into effect with prospects of being maintained. The primary market tone has been consistently firm, and the matter of securing supplies delivered in Montreal is one of increasing concern as railway problems become more intensified with the advance of the year. There may be a recurrence of the condition of real shortage in turpentine as the winter goes on but efforts are being made to lay in sufficient stocks to avoid this. Quotations are altered upwards for the present week as follows:

Turpentine	Per Imp.Gal.
1 to 5 bbls.	$0.70-$0.75
6 to 9 bbls.	0.64- 0.68

OFFICERS ELECTED AT CHICAGO CONVENTION

At the annual convention of the National Paint, Oil and Varnish Association held at Chicago last week, the following officers were elected for 1918:—

President, George C. Morton, Treasurer and General Manager of the Carpenter-Morton Co., Boston.

First Vice-President, Howard Elting of Chicago.

Second Vice-President, R. B. Robinett of Cleveland.

Third Vice-President, Richard Moore of St. Louis.

Treasurer, H. S. Chatfield of New York City.

Secretary, George Horgan of New York City.

It was voted to hold the National Convention for 1918 in Boston, Mass.

White Lead In Oil Steady This Week

Montreal.

WHITE LEAD IN OIL.—The reduction in this product of the past week has not produced any marked effect, demand for white lead in oil being more or less hand-to-mouth while the present uncertainty exists as to its trend. There have been views amongst market experts to the effect that white lead in oil cannot continue to weaken in market, and may revert to greater strength before long. But views are also held that this product has been high enough for long enough, and that more demand should exist when the consumers satisfy themselves that the bottom of the decline has been reached. Meanwhile the market for ingot lead is weaker. White lead in oil quotations are still for 5 ton lots $17 per 100 lbs.; for 1 ton lots, $17.30 per 100 lbs.; and for less than tons, $17.60 per 100 lbs.

Market For Putty Remains Unchanged

Montreal.

PUTTY.—The market for putty is steady this week, and there are no indications at date that any alteration is anticipated. Supplies of whiting are sufficient to take care of manufacturers' needs with demand for some distance into the future in view, and the market for linseed oil while uncertain has elements of weakness. The matter of containers for putty is still one for serious concern and may occasion advances yet as the year goes on, but in the meantime quotations are still as last week, viz.: Standard putty bulk in barrels 5 ton lots, per 100 lbs. $3.25; 1 ton lots per 100 lbs. $3.40; less than tons per 100 lbs. $3.60.

Mixed Paints In Steady Market

Montreal.

MIXED PAINTS.—There is no change in the market for ready prepared paints this week, and manufacturers do not indicate any tendency to firmer prices as yet, though there is a consensus of opinion in favor of steadily maintained prices for all spring trade requirements. Demand is good, orders for spring supplies being already noted. Domestic lines have had a good share of demand with out-of-doors paints, and marine paints are being required as the shipbuilding industry develops more. Cost of containers is a factor of firmness in the mixed paint lines at present even more than formerly.

BRANDRAM HENDERSON LTD
BRANDRAM'S
B.B.
WHITE LEAD
MANUFACTURERS·MONTREAL·CANADA
You can count upon it to bring you the lion's share of the large orders. It works so easily, lasts so long, is so white and so free from cracking or peeling that no other white lead can stand comparison with it.
Let your store be known as headquarters for Brandram's Genuine B.B. White Lead, and you'll sell most of the paint requirements of your community.
BRANDRAM'S WARRANTED
GENUINE
B.B.
WHITE LEAD

TORONTO

TORONTO, October 18.—Some interesting developments have taken place in commodities bearing on the paint trade. Chief among these have been the decline in linseed oil, the advance in turpentine and the weaker tone in the market for pig lead. In the latter market a decline of 1c per pound was registered by the leading producer in the United States, otherwise known as the Trust, which makes a total decline of 4c per pound on pig lead since August 29. In view of this situation white lead in oil can again be considered as in weaker market tone. In some quarters spring booking on paint is reported very good. Sorting business is also reported seasonably good.

Linseed Oil Down 6c To 8c Gallon

Toronto.

LINSEED OIL.—A decided movement towards lower levels was manifested in the linseed oil situation during the week when the lower range of quotations was reduced 6c and the higher range 8c per gallon, making the range at the time of writing $1.36 to $1.41 in single barrel lots for raw oil. There was a lower swing to the flaxseed market during the week but at the close of the market on Wednesday an upward tendency started which continued Thursday morning. On Wednesday of last week October flaxseed at Winnipeg was quoted at $2.92½ and on Wednesday of the present week it was quoted at $2.93½. On Thursday, however, it reached as low as $2.89. December flaxseed showed a corresponding tendency and on Wednesday of the present week was quoted at $2.79½ per bushel. Lower quotations on future oil for November and December delivery were lower than the prices given. There is a fair demand for oil and oil cake is finding a ready market at good prices. Oil men are slow to express an opinion as to the probable trend of the market. They are frank to confess that they are unable to see the possible fluctuations that may take place. Good crop reports were an influence toward lower flaxseed, but whether this will be long-sustained remains to be seen.

	Raw, per 9 lbs.	Boiled, per 9 lbs.
1 to 2 bbls.	$1.36-$1.41	$1.39-$1.44
3 to 5 bbls.	1.35- 1.40	1.38- 1.43
6 to 9 bbls.	1.33- 1.38	1.36- 1.41

Turpentine Prices Move Higher Still

Toronto.

TURPENTINE.—Due to the firmer situation in the primary market where prices were on the upgrade during the week, an advance of 2c having been recorded in that quarter, the local market was in stronger tone and prices advanced 4c per gallon. At the time of writing (Thursday morning) the range of quotations was from 70c to 73c per gallon in single barrels, but intimations were made that another advance of 2c per gallon would be put into effect on Friday in some quarters, which would make the range from 70c to 75c per gallon. There is active buying in the primary markets at the present time for the purpose of speculation and this is having a bullish effect on the situation. There is expectation in some exporting circles that the war will be over by springtime, in which event export will be possible and prices will in that event be higher. Buying has been going on for this reason. Locally demand is somewhat light and arrival of shipments is not as good as dealers would like to see them.

	Imp. gal.
1 barrel	$0.70-$0.75
2 to 4 barre's	0.69- 0.74
5 gallon lots	0.78- 0.83

White Lead In Oil In Weaker Market

Toronto.

WHITE LEAD IN OIL.—There is a weaker tone in the market for white lead in oil following decline noted last week of 50c per hundred pounds. The influence at work is the decline in pig lead which was down 1c per pound by the leading producer in the United States. In the New York market the price is down to $7 per hundred pounds with offers being made to sell November and December shipment at $6.87½. The whole sentiment in the pig lead market is bearish, the report that the Government's investigation of production costs will lead to the establishment of prices at $6 per hundred is stated to be within the bounds of possibility. In view of this situation in pig lead the market for white lead in oil is weak and lower prices would not come as a surprise. Quotations are made on the basis of $17.50 in ton lots for standard and $17.80 in less than ton lots.

Weaker Undertone To Paint Products

Toronto.

MIXED PAINTS.—Due to the recent declines in white lead in oil and also to the fact that pig lead seems headed to lower levels, with the possibility of further declines in white lead in oil, there is a weaker undertone to the market for paint products. Whether this will develop to the stage that actual declines will be recorded in paint remains to be seen. A significant factor that has some bearing on the situation is that linseed oil for future delivery is being quoted considerably below spot prices. There has been some booking of spring business on paint and sorting orders are reported fairly good.

Glass Discounts Have Been Withdrawn

Toronto.

GLASS.—In at least two instances firm quotations of 50 per cent. off list for window glass have been withdrawn. Dealers in these particular instances state they are quoting only when they see the specifications. In some instances they continue to quote at 50 per cent. off list, but in other cases higher quotations are made. A further advance of 12½ per cent. has been announced by American manufacturers of date October 10, while the boxing charges have been increased by the manufacturers 100 per cent. In view of these conditions the local glass market is in a very firm position. Demand is somewhat light.

Putty remains unchanged at prices given in current quotations.

RESEARCH WORK IN BRITAIN

J. E. Ray, Dominion Trade Commissioner in Great Britain, reports that important work is being done by the British Advisory Council for Scientific and Industrial Research. He states that progress has been made in the production of a marketable hard porcelain from purely British material, also in discoveries in respect to high-speed steel, which have proved of great value to the Admiralty.

WHAT OTHER PAPERS SAY.

(Continued from page 64)

head the very serious question as to where the advance in prices would stop. Already, before the Government took a hand in the game, the end of unduly high prices in most lines of metals was clearly in sight. Not only were high prices limiting demand, but the enormous productive capacity of the country was beginning to tell. It was easier to get most goods than formerly, so scarcity, the great incentive to further advances, was beginning to be lacking.

In ordinary times, such a change in prices as the Governmental action precipitated would have given business a severe jolt. But these are extraordinary times, and we have grown used to shocks. So a brief period of indecision and waiting was about all that happened, and then matters went on, only at a somewhat slower pace, for the element of speculation is practically removed. Also there is a feeling that it is safe to buy for one's wants on the basis of Government figures from now on, at least until the end of the year.

It must also be remembered that so-called market prices often did not represent anything more than premiums paid for prompt deliveries, and that most goods were bought at lower figures. What will probably happen is that the general market will gradually settle down to the basis at which most purchases were placed. There seems to be no likelihood of any changes in the prices of seasonable spring and summer goods. Manufacturers of such lines long ago contracted for material and supplies at prices prevailing at such time, and naturally cannot make any reductions in prices now, especially as the wages of labor will not be reduced. The way for the dealer to meet that situation is to carry over as few as possible of these seasonable goods beyond next season, and thus suffer as little as possible from those declines which will probably occur at the beginning of the season that follows next summer.

The real crux of the situation is that consumers are still buying freely, because there is much prosperity in the agricultural sections because of large crops at remunerative prices, and also in the industrial centres because of high wages and much employment. So long as these conditions continue, and they promise to last out this year, the resulting demand will be a sustainer of prices and a preventative of any demoralizing. Possibly later on there will be felt the heavy burden of war taxes, and economies may greatly result. Just now, however, we are not crossing bridges until we come to them, and it is well that it is not so.

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

When Writing to Advertiser Kindly Mention This Paper.

Luxeberry WHITE ENAMEL

Varnish buyers are realizing more and more that labor is the biggest item of cost in finishing operations, and that true economy suggests the use of Finishes of unquestionable quality in view of the present high cost of labor.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of grey); Luxeberry Wood Finishes and Luxeberry Wall Finishes are among the celebrated "Berry" products that produce a lasting finish and cost no more to apply than the kind that wears off in a few months. The difference in the price per gallon is trifling, and the recognized quality of Berry Finishes makes them easy to sell.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ontario

(600

Liquid Granite FLOOR VARNISH

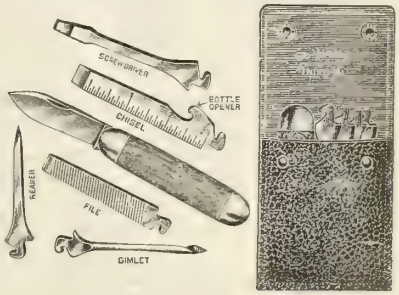
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench—No. 2, doz	10 75	11 25
No. 3, doz.	11 50	12 15
No. 4, doz.	12 50	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.75
Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 48
Rods, base ½ to 1 in. round	40-43
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)

		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 55½
No. 7, lb.	0 54½
Nos. 8, 9, 10, 12	0 54

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$10 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

"DEPENDABILITY" IS OUR MOTTO

BABBITT

SOLDER

LEAD PIPE

SHEET LEAD

WIRE SOLDER

INGOT METALS

We have the best equipped factory in the Dominion for Manufacturing Babbitt Metal, Solder, Lead Pipe and Sheet Lead. Write for prices.

THE CANADA METAL COMPANY, LIMITED

MONTREAL HAMILTON TORONTO WINNIPEG VANCOUVER

MEAKINS BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $1.90 doz.; ½ in., $2.40 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders. Per ft.

Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5,70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

The Profitable Line of Paint Products

The Paint Line with a generous profit for you—a better profit than paint yields the dealer, as a rule—is

CROWN DIAMOND PAINT

The reasons are these---

The manufacturers of Crown Diamond Paints are also manufacturers and direct importers of heavy chemicals, tanners' supplies and dyestuffs.

They manufacture their own dry colors.

They maintain **ONE** staff of salesmen for Crown Diamond Paints, aniline dyes, tanner's supplies and chemicals — overhead cut in **FOUR**!

The big result is that Crown Diamond Paints permit you to make a more generous profit than you ordinarily would. This is worthy of serious consideration, with costs of doing business steadily rising.

Crown Diamond Paints will move off your shelves like snow under Spring suns, because **YOU** will have a **BIG, PERSONAL INTEREST** in moving them in the shape of **LARGER PROFITS** on a standard, proven Paint.

The selling aids and advertising supplied to Crown Diamond Agents are the kind you will appreciate—they are planned from your viewpoint. Write **NOW** and we will gladly send you full information regarding the Crown Diamond Agency Plan.

Do you receive the **CROWN DIAMOND MARKET REPORT?** If not, send in your name and we will see that it is mailed you regularly—it's **FREE**.

Distributors of Crown Diamond Paints:

W. B. DALTON & SONS LIMITED
Kingston - (Ontario)

CROWELL BROS.
Halifax - N. S.

ROBERTSON, FOSTER & SMITH, Limited
St. John - N. B.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 **TORONTO**

Crown Diamond Paints
McArthur Irwin

If interested, tear out this page and keep with letters to be answered.

No. 9	$3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch......	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$15 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$5 00	$6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15 to 17½%; Iron Burrs, 15 to 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33.
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis.	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ¼ in	56½-59
5-32 in.	53½-58
3-16 in.	50½-54
¼ in. and up	49 -52½

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.		.....	13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 630 (230), each	5 65

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

Once A User of RAMSAY'S WAX Always A User

RAMSAYS

RAMSAYS

Decrease overhead expenses with the profits received from increased sales.

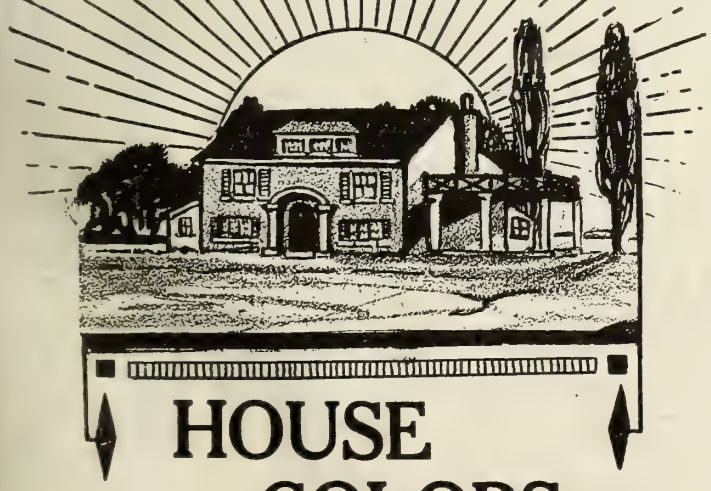
THE RIGHT WAX TO WAX RIGHT

Put up in sizes to suit all Requirements from the Smallest User to the Largest. ¼ lb., ½ lb., 1 lb., 2 lb., 4 lb. tins.

A. RAMSAY & SON CO., MONTREAL

TORONTO Established 1842 VANCOUVER

MOORE'S



HOUSE COLORS

Every year our sales show a remarkable increase.

We are constantly receiving big repeat orders and many new customers.

The high quality of these pure linseed oil paints, plus their reasonable price, make a very popular value.

Moore agents "swear by" Moore's House Colors—never at them.

It places you under no obligation whatsoever to ask for full details of our agency proposition.

It will pay you to write us now.

Moore's House Colors pay a big profit.

BENJAMIN MOORE & CO.

Limited

WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ......Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....65 and 5%

Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of W--es.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.

Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56

4-ply wrapping, lb..........48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz....... 45 40

Garden steel wheel, doz.... $51-$60

Light garden, doz. 37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5 80
No. 9 pl. galv.	6 25
No. 12 pl. galv.	5 40
No. 13 pl. galv.	5 50
No. 9 coil sp.	5 35
No. 12 coil sp.	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%

Brass wire, 3 to 24 gauge, add.40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25

In 50-ft. rolls 3 30

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

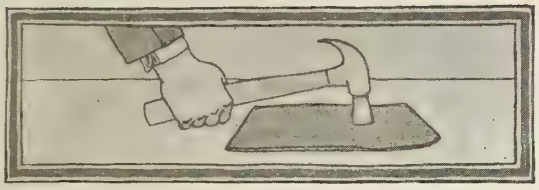
For zinc products and zinc sheets See weekly report.

TEST IT WITH A HAMMER

"You may dent the wood but the varnish won't crack."

"61" FLOOR VARNISH

Hammer a Sheet of Rubber And What Happens?



NOTHING—your hammer leaves no impression—why? Because rubber is *elastic*. And it is the elasticity of "61" Floor Varnish that makes its life so long. Send for a sample panel. Test it yourself. Examine the dented wood and the unbroken varnish film. Then think of the heel-blows that your floor is called upon to endure, and you will understand why "*the varnish that can stand your hammer can best endure your heel.*"

Hammer a Sheet of Glass And What Happens?

WRECKAGE—the glass is shivered into a thousand pieces—why? Because glass is *brittle*. And this in a lesser degree, is exactly what happens to countless floors finished with ordinary varnishes which crack, check and chip off. A good varnish doesn't break off—it wears off—*slowly*; but the costly oils and gums used in "61" preserve its toughness far longer than the cheap ingredients used in ordinary varnishes.

A TEST THAT SELLS THE GOODS

THIS fall we are showing the magazine readers of America that the vital characteristic of a floor varnish is *durability*. This is being done with a smashing, convincing illustration (here shown) repeated eighteen million times in the great national magazines, and echoed by means of signs, booklets, streamers, movie slides and newspaper electros which will be furnished every dealer who handles Pratt & Lambert Varnish Products. It's not too late for you to get in on this big campaign.

As a merchant, you know how difficult it is to *prove* durability to a customer. You may say, "this is a durable varnish"—but that's a general claim that anyone can make. Think of having a durability argument that is not only logical, but capable of being *demonstrated!* Then take that argument, and lay the bare, unassailable facts of it before the public in a powerful campaign of national magazine advertising, and what is the result? *Conviction*—your prospect comes into your store absolutely convinced that if "61" Floor Varnish will stand the hammer test, it is obviously the varnish he wants. You *might* find it possible to sell that man a substitute—but you need no lengthy arguments to prove to you how much easier it is to sell him what he wants.

WRITE TODAY FOR THE PRATT & LAMBERT DEALER PROPOSITION

PRATT & LAMBERT-INC.

VARNISH MAKERS 68 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 20%; retail hardware 25% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	17 30	17 50
Crown Diamond	17 30	17 50
Green Seal	17 30	17 50
Tiger Pure	17 30	17 50
Ramsay's Pure	17 30	17 50
Moore's Pure	17 30	17 50
O.P.W. Dec. Pure	17 30	17 50
Red Seal	17 30	17 50
Decorators' Pure	17 30	17 50
O.P.W. English	17 50	17 70
Elephant Genuine	17 80	18 00

B.B. Genuine Lead, less than tons, $19.55 Toronto; $19.35 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	.....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs.	C.P.
Prices withdrawn.		
600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums	....	
50-lb. drums	....	
25-lb. drums	....	
1-lb. 100s, papers	0 57¼	0 60
½-lb. 200s, papers	0 59¼	0 62

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 65
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls.	4 30	5 00

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. .$4.25-$4.50.
Pure Orange, gal., $4-$4.25.
Gum Shellac, TN, 66-70c lb.; finest orange, 72-80c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.75-$2.00

$4 extra for barrels
F.o.b. Montreal, Toronto. London.

SHERWIN-WILLIAMS

PAINTS,

Our "Dealer Helps" are Your Salesmen

YOU, as the SHERWIN-WILLIAMS AGENT, will get the Paint Business in your town.

Sales Helps, Real Helps, all new, will be sent to you to help secure the paint and varnish business. Reap the full benefit of these displays by carrying a full and complete line of S-W products.

The Biggest and Best Paint and Varnish Campaign ever planned in Canada is under way. Get ready, this is your opportunity—make full use of it.

Be an S-W Agent and Your Business Will Grow

If you are not familiar with our Agency proposition, write us for particulars.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Kyanize VARNISH

QUALITY GOODS FOR QUALITY DEALERS
Plus REAL Co-operation WITH Dealers

THAT'S WHAT DOES THE BUSINESS

One live, progressive dealer in each territory is all we want. We'll get behind him and help him in every way to build up a big, profitable business. Snappy, sales-producing store and window displays backed up by extensive advertising in the national magazines—these are only **a part** of our far-reaching methods of helping the dealer. We have the right goods, the right selling plans and our dealers are cashing in on them. Are **you** one of them?

TRY THIS ASSORTMENT
No. E192

This small sample lot will give you a satisfactory trial selection of the very best selling sizes. Kyanize White Enamel sells big in the Fall. Comes either Gloss or Egg Shell.

LOT E192

3 Half-gal. cans at $3.75	$11.25
3 Quart cans at $2.00	6.00
6 Pint cans at $1.10	6.60
6 Half-pint cans at 60c.	3.60
	$27.45
Less 30% Trade Discount	8.24
	$19.21

IF THERE IS NOW NO Kyanize KY-AN-IZE

Exclusive Agency in Your Locality Write at once for Our Plan

The Helping Hand Counter Cut-Out
Free with
Kyanize KY-AN-IZE
White Enamel Lot E192
IT SELLS THE GOODS

This Life-Size Smiling Painter
Free to
Kyanize KY-AN-IZE
DEALER-AGENTS
IT IDENTIFIES YOU

Boston Varnish Company
KY-AN-IZE

EVERETT STATION, BOSTON, U.S.A.

CANADIAN DISTRIBUTORS:

THE J. H. ASHDOWN HARDWARE CO., LTD.
Calgary, Winnipeg, Saskatoon

STURGEONS, LIMITED
91 Church St., Toronto

DOUGALL
MOTOR CAR VARNISHES

FOR THE DEALER	FOR THE PAINTER	FOR THE OWNER
Added Sales and Good Profits.	EASY WORK	Extra Service and Entire Satisfaction.

The Perfect Line That Gives Satisfaction To All Parties.

SEND FOR BOOKLET.

The Dougall Varnish Co., Limited

MONTREAL

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

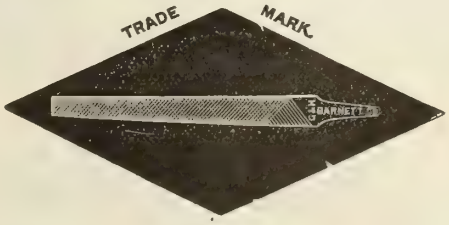
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



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Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED		Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb., 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

BOILER TUBES

We have a large stock of **Boiler Tubes** of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

The Best Share for Every Plow

CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns

Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

. ACKLAND & SON, LIMITED, Winnipeg, Man.

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Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Canada Foundries & Forgings, Brockville

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnineg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton

Bake Boards
Stratford Mfg. Co., Ltd., Stratford

Bakers' Oven Castings
Canada Foundries & Forgings, Brockville

Bale Buckles
J. E. Beauchamp & Co., Montreal

Barb Wire
Canadian Steel & Wire Co., Hamilton

Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Boat Fixtures
Canada Foundries & Forgings, Brockville

Bedfasts
Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

Brass Castings
Canada Metal Co., Ltd., Toronto

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.

Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

Brass Ferrules
Canada Metal Co., Ltd., Toronto

Brass Sheets
Tallman Brass & Metal Co., Hamilton

Brass Rods
Tallman Brass & Metal Co., Hamilton

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.

Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Balata Belting
Plewes, Ltd., Winnipeg.

Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Belting Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bibb Washers
Jenkins Bros., Ltd., Montreal

Bicycles
Hyslop Bros., Toronto
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bicycle Supplies
Hyslop Bros., Ltd., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal

Bent Glass
Toronto Plate Glass Co., Ltd., Toronto

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal

Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Co., Toronto.
London Foundry Co., Ltd., London, Ont.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas

Box Chisels
Bridgeport Hardware Co., Bridgeport, Conn.

Box Openers
Bridgeport Hardware Co., Bridgeport, Conn.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.

Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton

Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Barrel Stands
Wakyte Mfg. Co., Winnipeg

Baths (Enamelled)
Canada Metal Co., Ltd., Toronto

Baths (Steel)
Canada Metal Co., Ltd., Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

Barn Door Track
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Ham-

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.

Battery Testers
Canadian Carbon Co., Ltd., Toronto.

Battery Switches
Canadian Carbon Co., Ltd., Toronto

Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Block Tin Pipe
Canada Metal Co., Ltd., Toronto

Block Planes
National Machinery & Supply Co., Hamilton

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt

Boiler Compound
Prairie City Oil Co., Winnipeg

Boilers
Pease Foundry Co., Ltd., Toronto

Boiler Taps
Wells Bros. of Canada, Galt

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal
Parsley & Smith, New York
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Blow-off Valves
Jenkins Bros., Ltd., Montreal

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Toronto Lock Co., Toronto.

Brass Rods
A. C. Leslie & Co., Ltd., Montreal

Brass Sheets
A. C. Leslie & Co., Ltd., Montreal

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus

Builders' Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg

Butter Boxes
Walter Woods & Co., Hamilton

Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Bradley Shelf Brackets
Atlas Mfg. Co., New Haven, Conn.

Bradley Metal Clasp C & H Hooks
Atlas Mfg. Co., New Haven, Conn.

Bumpers for Automobiles
Hyslop Bros., Toronto

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Ganonoque
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.

Bread Boards
Stratford Mfg. Co., Stratford, Ont.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Britannia Metal
Canada Metal Co., Ltd., Toronto

Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.

Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Waller Belyea, Winnipeg

Buckles
Parmenter & Bulloch, Ganonoque

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
Toronto Lock Co., Toronto.
The Stanley Works, New Britain, Conn.

Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio

Buzzers
Spielmann Agencies Ltd., Montreal

Bells
Northern Electric Co., Ltd., Montreal

Belt Fasteners
Dominion Belting Co., Hamilton

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cast Hardware
Canada Foundries & Forgings, Brockville

Cast Iron Holloware
Canada Foundries & Forgings, Brockville

Casters, Bed
Canada Foundries & Forgings, Brockville

Cans
A. R. Whittall Can Co., Ltd., Montreal

Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg

Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casement Operations (Rixon)
Toronto Lock Co., Toronto.

Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto

Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg

Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.

Calks
D. Ackland & Son, Winnipeg

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Canning Machines
Louis McLain Co., Ltd., Winnipeg

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford

Camp Stoves
National Stamping & Electric Works, Chicago

Casseroles
Louis McLain Co., Ltd., Winnipeg

Casement Holders
Toronto Lock Mfg. Co., Toronto

Casement Operator
Toronto Lock Mfg. Co., Toronto

Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.

Came Lead
Canada Metal Co., Ltd., Toronto

Canoe Headlights
Canada Carbon Co., Ltd., Toronto

Canvas Belting
Plewes Ltd., Winnipeg

Cable Carriers
Gype Hazard Store Service Co., Toronto

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Cement Coating
G. F. Stephens & Co., Winnipeg

Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto

Centre Reamers
Wells Bros. of Canada, Galt

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Centre Punches
Stanley Rule & Level Co., New Britain, Conn.

Cement
Waller Belyea, Winnipeg

Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

CLASSIFIED LIST OF ADVERTISEMENTS

Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Crate Openers
Bridgeport Hardware Co., Bridgeport, Conn.
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock

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Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

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McDonald & Wilson, Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Eave Trough
Toronto Lock Co., Toronto.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto

Explosives
Dupont Powder Co., Wilmington, Del.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto

Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

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Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

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Toronto Lock Co., Toronto.

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Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

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Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

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Soren Bros., Toronto

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Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

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Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

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Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

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Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

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Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

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Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

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Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Flue Liners
Toronto Pottery Co., Ltd., Toronto

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Pease Foundry Co., Ltd., Toronto

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Stratford Mfg. Co., Ltd., Stratford

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Landers, Frary & Clark, New Britain, Conn.

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Gutta Percha & Rubber, Ltd., Toronto

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National Machinery & Supply Co., Hamilton

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

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Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

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Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto

Fuse Wire
Canada Metal Co., Ltd., Toronto

Galvanizing
Toronto Lock Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipes
Canada Metal Co., Ltd., Toronto

Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.

Galvanized Fencing Staples
Western Wire & Nail Co., London

Galvanized Fence Hooks
Western Wire & Nail Co., London

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Steel Tanks
Pedlar People Limited, Oshawa

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Thos. Davidson Mfg. Co., Montreal

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Toronto Lock Mfg. Co., Toronto

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C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville

Gas Range
Canada Stove & Foundry Co., Ltd., Montreal

Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.

Gasoline Lights
Powerlight Co., Winnipeg

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L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal

Gauges and Recording Instruments
Buck Bros., Millbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto

General Store Fittings
Cameron & Campbell, Toronto

Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto

Generators
Northern Electric Co., Montreal

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto

Glass Ware
Powerlight Co., Winnipeg

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Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

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Northern Electric Co., Montreal

Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal

Gloves
American Pad & Textile Co., Chatham

Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal

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Volpeek Mfg. Co.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg

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Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Wakyte Mfg. Co., Winnipeg

Graining Colors
A. Ramsay & Son Co., Montreal

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Barton Milling Co., Ltd., Windsor.

Grates, Coal
Toronto Lock Co., Toronto.

Greases, Transmission
Prairie City Oil Co., Winnipeg

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Canadian Winkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg

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Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio

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The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.

Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton

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Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.

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Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

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Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt

Handscrews
National Machinery & Supply Co., Hamilton

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton

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Goodell-Pratt Co., Greenfield, Mass.

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D. Ackland & Son, Winnipeg

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.

Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg

Hardware Store Fittings
Cameron & Campbell, Toronto

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harness Oil
Prairie City Oil Co., Winnipeg

Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton

Heat Generators
Pease Foundry Co., Ltd., Toronto

Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto

Hinge, Friction
Toronto Lock Mfg. Co., Toronto

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Hinges, Rixon Checking
Toronto Lock Co., Toronto.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.

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Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg

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Stanley Rule & Level Co., New Britain, Conn.

Hollow Wire Systems
Powerlight Co., Winnipeg

Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.

Horse Singers
Collins Mfg. Co., Toronto

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg

Horse Covers, Rubber
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Horse Shoes
D. Ackland & Son, Winnipeg
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D. Ackland & Son, Winnipeg

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto

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Laidlaw Bale Tie Co., Ltd., Hamilton

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Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

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G. F. Stephens & Co., Winnipeg

Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Ice Scrapers
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Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
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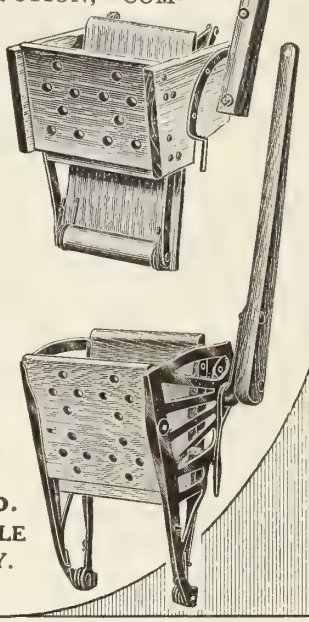
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



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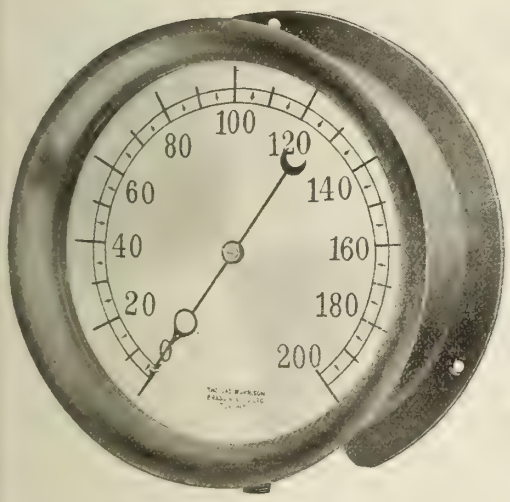

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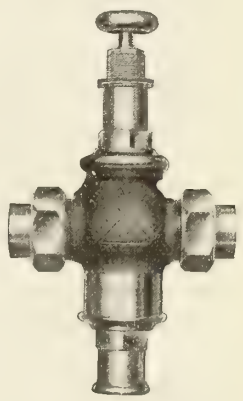
J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

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Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
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L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd. Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton
Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
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Kalsomine Brushes
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Stevens-Hepner Co., Port Elgin, Ont.
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Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
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Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Alymer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Settees
Beauchamp, J. E., Montreal
Lawn Mowers
Canada Foundries & Forgings, Brockville
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
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Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
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Prairie City Oil Co., Winnipeg
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Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
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J. E. Beauchamp & Co., Montreal
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Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
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Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
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Metallic Roofing Co., Toronto and Winnipeg
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Pedlar People, Ltd., Oshawa, Ont.
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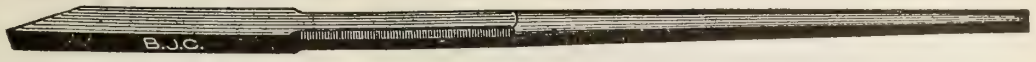
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg

CROWBARS



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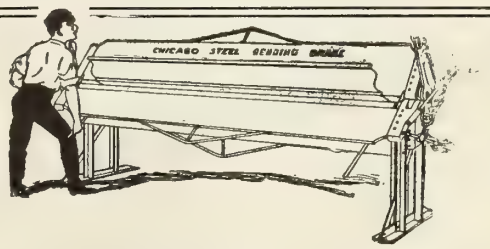

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Winnipeg Ceiling & Roofing Co., Winnipeg

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Northern Electric Co., Montreal

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Stanley Rule & Level Co., New Britain, Conn.
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Imperial Oil Co., Toronto
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McGregor, Banwell Fence Co., Ltd., Walkerville

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Ottawa Paint Co., Ottawa
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G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
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Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

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Benjamin Moore & Co., Ltd., Toronto
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Ottawa Paint Co., Ottawa
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Canada Paint Co., Ltd., Montreal
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Benjamin Moore & Co., Ltd., Toronto
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A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

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Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
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A. Ramsay & Son Co., Montreal
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Spielmann Agencies Ltd., Montreal

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Spielmann Agencies Ltd., Montreal

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Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
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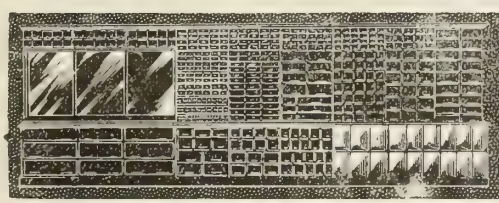

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Toronto, Canada

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Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
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Parmenter & Bulloch, Ganonoque

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Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

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Pease Foundry Co., Ltd., Toronto

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Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe System
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Pipe Vises
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Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
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Escaped from Germany

AN escaped prisoner tells the story of his fearful experiences in Germany in MACLEAN'S MAGAZINE for November; and gives a vivid picture of conditions in Germany as he saw them. He got out by way of Holland after appalling perils and hardships. In Holland, he was photographed, but so altered was he that his wife quite failed to recognize him in this photograph. Read this story of this Canadian soldier's escape. It is gripping stuff—a rare tale.

Canadian Finances After the War

WILL business in Canada collapse when peace comes? It may. What do the big men say? What do they know? What do you think? Are your opinions well informed? The subject is of the greatest possible importance, and you will get light and leading by reading the contribution of Col. John Bayne Maclean, who has taken the trouble to get the opinion of the biggest and most highly placed men in Canada to help him prepare his article.

Back from the Arctic

WILLIAM THOMPSON, representing the American Geographical Society, was this year in the Arctic Regions. He went to the delta of the Mackenzie River, and took many excellent pictures of the country and its Eskimo inhabitants. He makes the November MACLEAN'S the vehicle of many of his pictures and for an account of his journey. Read what this Arctic scientist has to tell us about a remote part of our land.

Slackers and Conscription

WHAT is your attitude towards the draft? You have positive opinions, of course. How do they square with Miss Laut's as they are expressed in her ringing article on Slackers in the November MACLEAN'S?

The Nation's Business

THIS is a new feature—a fearless, well-informed survey of national affairs. What we all want is an outspoken—but not vindictive—and clear-visioned presentation of factors and facts affecting our national, political and economic welfare.

Sketches of Trench Life

By Gunner McRitchie

MCRITCHIE was a cartoonist on a Western Canada daily before he went overseas. He has done a number of sketches of trench life "On the Spot," and these he has sent home, for publication in MACLEAN'S MAGAZINE. They're interesting and good.

The Late Sir Mortimer Clark

BEFORE he died, a few weeks ago, the late Sir Mortimer Clark, eminent jurist and an ex-Lieutenant-Governor of Ontario, wrote for MACLEAN'S an article on "Safeguarding Your Heirs." It has to do with the functions, service and safety of Trust Companies as executors of estates. This article by a man so distinguished, so cautious, so able, and so wise a counsellor, can be of first-rate value to every man perplexed with the problem of how his estate can be safely and prudently administered after he, the testator, has passed from this life.

A Complete Novelette

By Peter B. Kyne

HIS story in the November MACLEAN'S is a thunderingly good story of lumbermen and lumbering. Red blood is in this tale of business. R. M. Brinkerhoff illustrates it.

Short Story

By Ethel Watts Mumford

THE writer of this short story—the first of a delightful series by this author to appear in MACLEAN'S—is very well known among short story writers. Delicate fancy, wholesomeness, freshness and finished workmanship characterize all her work.

Short Story

By W. A. Fraser

A MIGHTILY well-written story of India—the kind that we all delight in; tense, bewildering, and lots of action. Fraser never wrote a better short story than this. Ben Ward illustrates it.

Hendryx and Oppenheim

SERIALISTS

"THE Gun Brand," by Hendryx, comes to an end in the November issue. Oppenheim's greatest story, "The Pawns Count," is continued. Oppenheim's story is the biggest single feature ever secured by MACLEAN'S.

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for November At All News Dealers **15c.**

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Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
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Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
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Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Shovels, Snow
Beauchamp, J. E., Montreal

Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.

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Dominion Sewing Machine & Phonograph Co., Winnipeg

Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal

Shells, Shot
Dominion Cartridge Co., Ltd., Montreal

Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens, Winnipeg, Man.

Shingles, Asphalt
Bird & Son, East Walpole, Mass.

Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

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Northern Electric Co., Montreal

Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.

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Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Ltd., Toronto

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Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg

Sheets and Plates
American Rolling Mill Co., Middletown, Ohio

Shingle Stain
G. F. Stephens & Co., Winnipeg

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Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa

Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa

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Canadian Fairbanks-Morse Co., Ltd., Montreal

Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto

Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Oneida Community Co., Niagara Falls

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Canada Stove & Foundry Co., Ltd., Montreal

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Canada Metal Co., Ltd., Toronto

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Canada Metal Co., Ltd., Toronto

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Northland Ski Mfg. Co., St. Paul, Minn.

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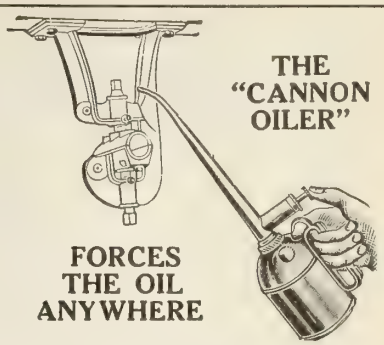

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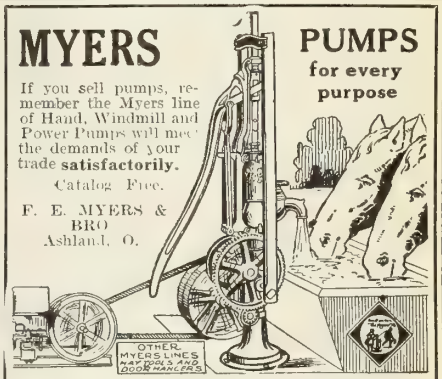

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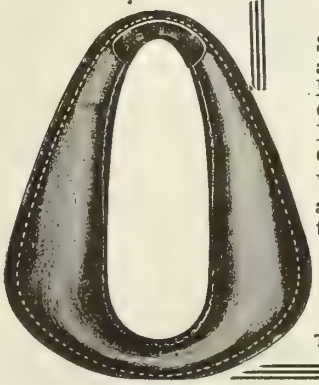

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National Machinery & Supply Co., Hamilton

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Gutta Percha & Rubber, Ltd., Toronto

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Soren Bros., Toronto

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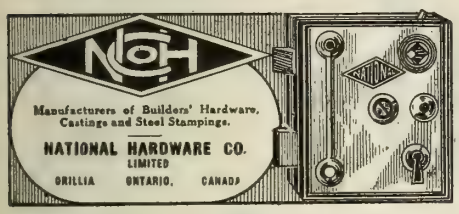

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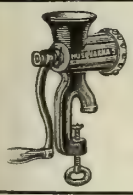

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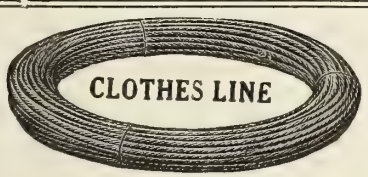

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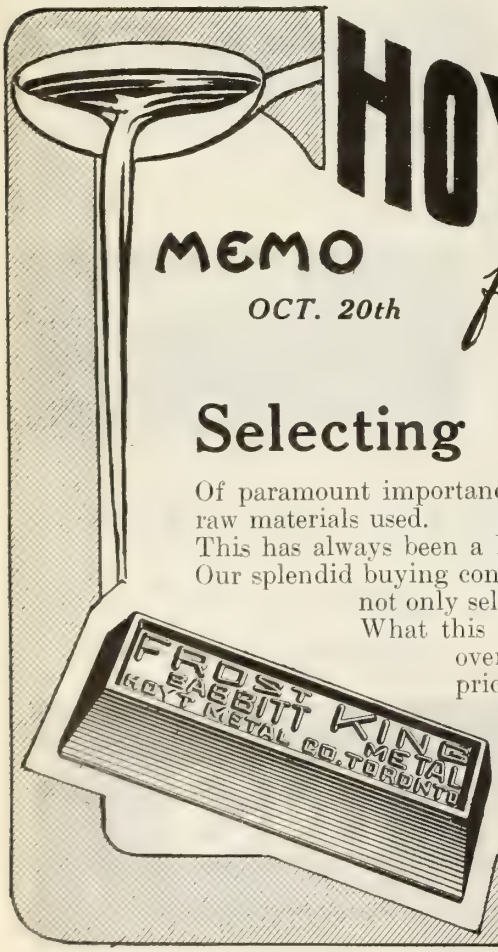


HOYT METALS

MEMO
OCT. 20th

for your Babbitt Metal file

Selecting Raw Materials

Of paramount importance in the manufacture of metal alloys is the selection of the raw materials used.

This has always been a Hoyt strong point.

Our splendid buying connections gives us the world to select from and enables us to not only select the best, but to get the best possible price.

What this means to you as a user or seller of Hoyt metals cannot be over-estimated. It means, to say the least—right goods at right prices—alloys that stand the test.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED—HARDWARE MAN FOR RETAIL only; must be fair salesman and window dresser. Ambitious beginner with couple years' experience would do. Box 496, Hardware and Metal.

WANTED — HARDWARE CLERK, 4 TO 5 years' experience anyway; salary $20.00 per week; must furnish references; married man preferred. Box 493, Hardware and Metal.

FOR SALE

HARDWARE, BOOT AND SHOE BUSINESS for sale—clean stock, good surrounding country; doing good business; good reasons for owner retiring from business. Robert Neilly, Bradford, Ont.

POSITION WANTED

POSITION WANTED AS MANAGER OF RETAIL hardware store or travelling salesmen. Alberta or British Columbia preferred. Address Box 495, Hardware and Metal, Toronto or Winnipeg.

WANTED

WANTED TO BUY—GOOD, LIVE ONTARIO hardware business, or would take interest in live business and assume management if owner wished to retire from active duties. Address Box 494, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

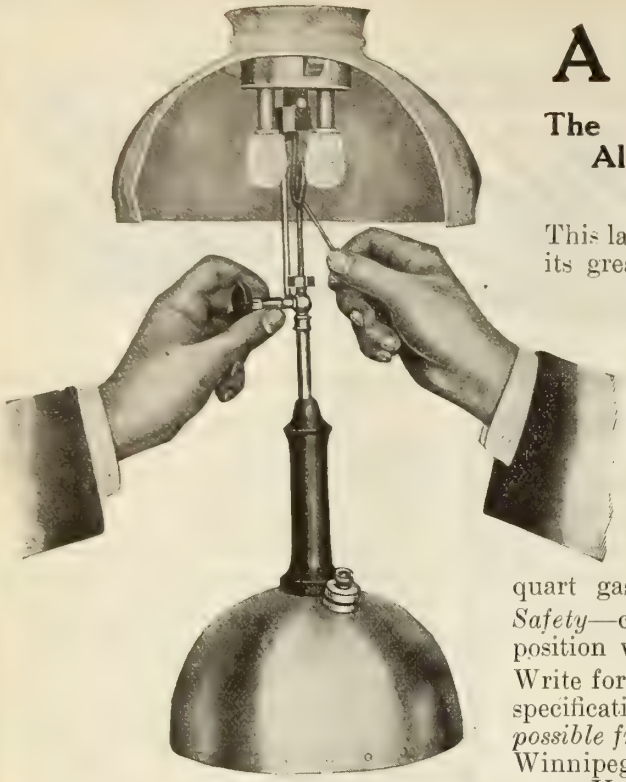
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

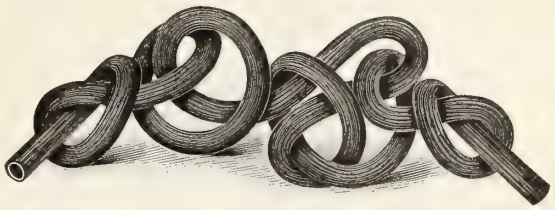
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

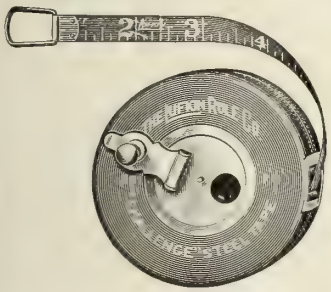
The Garden Hose That Doesn't Kink

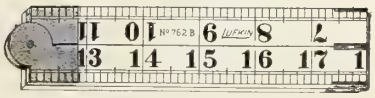


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

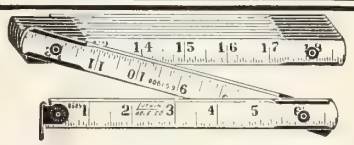
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

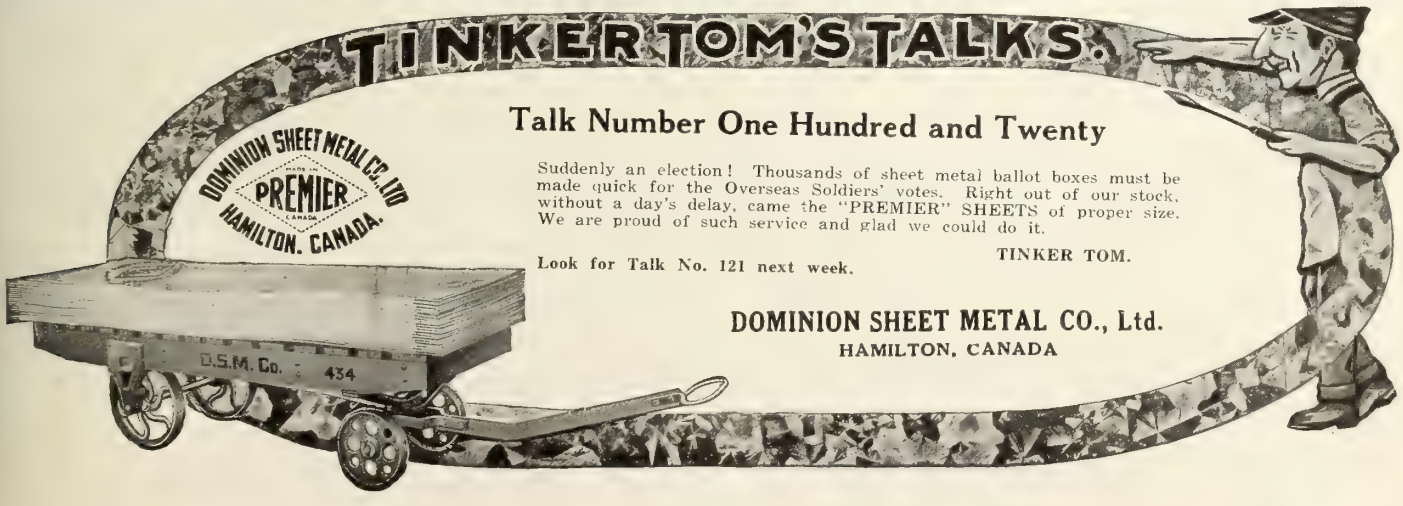
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty

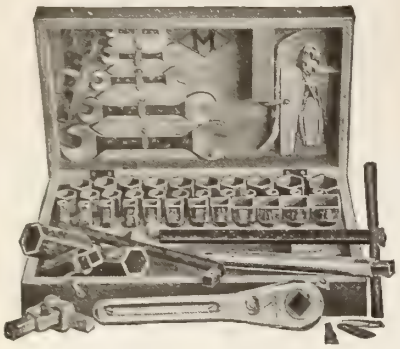
Suddenly an election! Thousands of sheet metal ballot boxes must be made quick for the Overseas Soldiers' votes. Right out of our stock, without a day's delay, came the "PREMIER" SHEETS of proper size. We are proud of such service and glad we could do it.

TINKER TOM.

Look for Talk No. 121 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA



Mossberg Tools

For Absolute Dependability

POSITIVE SALES HELPS
are offered to Dealers in the
ATTRACTIVE DISPLAY BOARDS
"Just the Wrenches that Sell—
Just the Way to Sell Them"

Socket Wrench Set No. 14

The "Completest" Socket Wrench Set, contains every essential for prompt and efficient repairs. Notice the five D.E. Wrenches, Alligator Wrench, and Pliers, Reverse Ratchet, "T" and Offset Handles and thirty-four Hexagon and Square Sockets, sizes 5-16" to 1 9-32".

No. 14 Set complete, $16.00

Socket Chest No. 300

A very attractive fixture in itself, the No. 300 Chest is a distinct addition to your store. It contains 300 Regular Ⓜ Pressed Steel Sockets besides Spark Plug Sockets, Ratchet, "T" and Offset Handles, Universal Joints, Extension Tubes, etc.

"W" Display Board

This "W" Board displays 14 large Adjustable Wrenches and presents a dandy counter appearance. The Wrenches are all of Ⓜ quality, guaranteed.

Price, $13.33

"X" Display Board

Displays regular Double End and "S" Wrenches from ¼ in. to 1¼ in. Single End Wrenches, ¼ in. to 1 in., Adjustable Sleeve Wrenches, and Slip-Joint Pliers.

No. 660 Wheel Puller

Simple and efficient. Made from tool steel, they can be hammered without harm to the wheel or to the tool.

Price each, $1.07

No. 49 Ford Set

The popular Reverse Ratchet Brace is featured in this set. It combines with twelve Ⓜ Sockets, particularly selected for the Ford car, and makes the smoothest adjustments possible. Notice also the Adjustable Wrenches, etc.

No. 49 Set, $6.67

"R" Display Board

Twenty-seven Ⓜ tools for Fords make an attractive appearance on this nicely finished display board. Each of these tools does a particular job "well."

"R" Board Complete, $13.33

The above prices are Canadian list. **Ask for Catalogue 193C.**

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

WRENCHSMITHS FOR TWENTY YEARS

HARDWARE AND METAL

Vol. XXIX
No. 43

PUBLISHED EVERY SATURDAY SINCE 1888

October 27
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

PAINTS AND VARNISHES
FOR EVERY PURPOSE

CANADA BRAND
PURE PAINTS
Quality Guaranteed

JAS-PER-ITE
VARNISHES
The Present-Future Varnish

JAS-PER-LAC
SPECIALTIES
The Present-Future Finish

CANADA BRAND
FLOOR PAINTS
Surpassed by None

OTTAWA PAINT WORKS, LIMITED

TORONTO OTTAWA, CANADA VANCOUVER

Toronto Branch: 153 Duchess Street

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

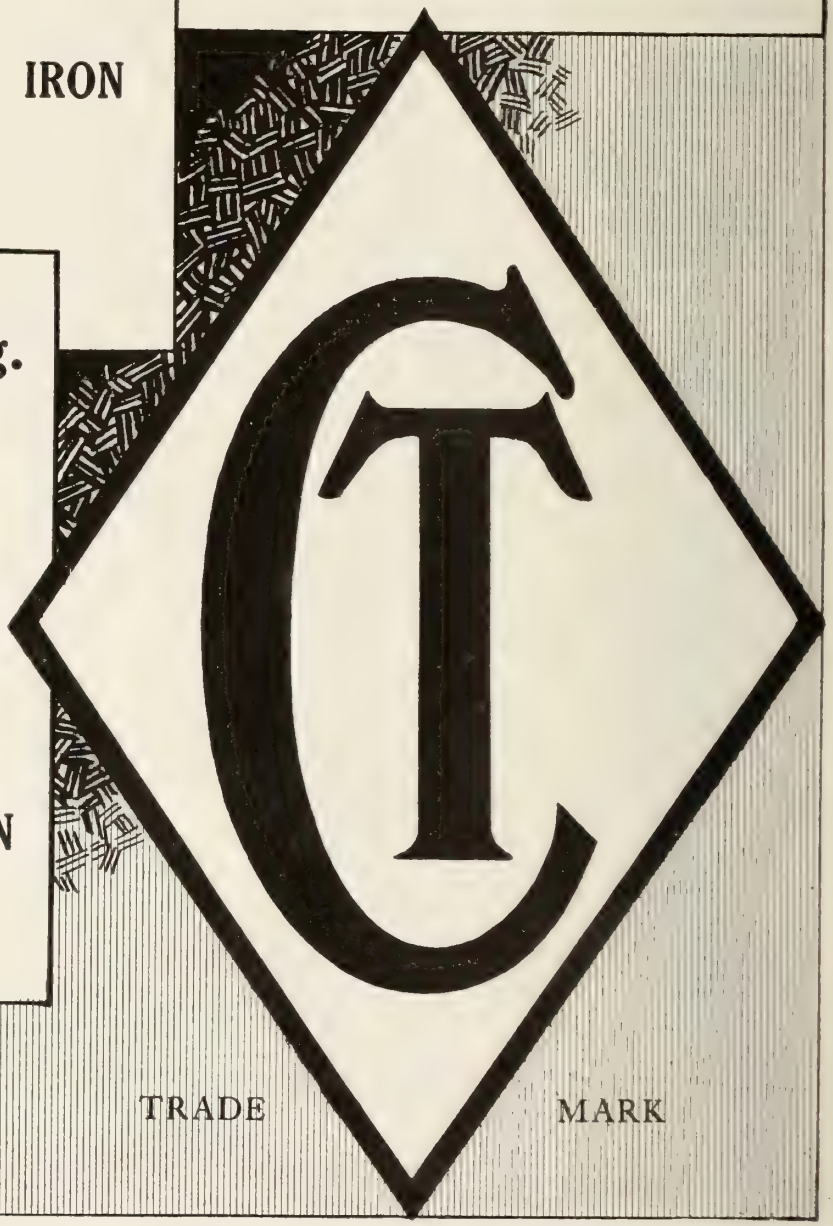
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

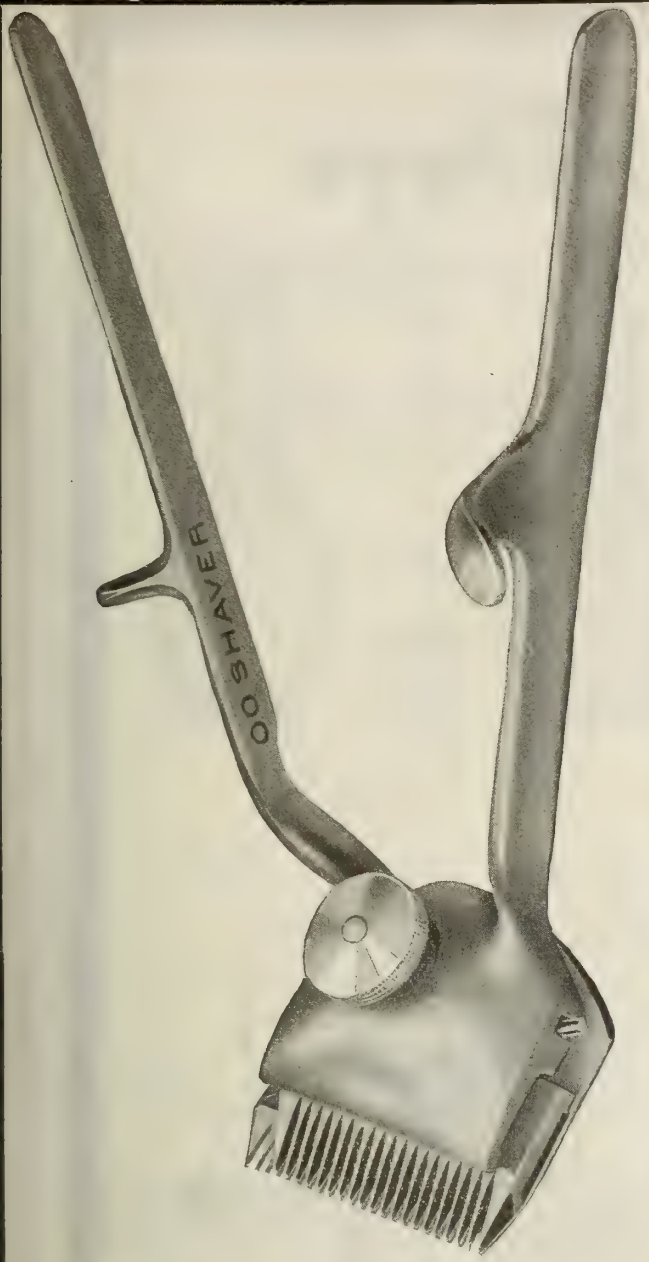
PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited

MONTREAL



TRADE MARK



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products

made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

UNIVERSAL

In Ye Old Days

a fire-place was absolutely requisite to a piping hot cup of coffee. To-day this luxury may be enjoyed in any place or clime by simply unscrewing the cover of a Universal Vacuum Bottle.

Universal bottles may be obtained with three nested cups in cover, making four in all.

The filler is sustained by a spring steel shock absorber which reduces breakage to a minimum.

Actual tests have proven that Universal bottles have the greatest temperature-retaining efficiency.

Demonstrate these wonderful qualities,—show off the beauty of the design and finish —sell more Universal bottles. By so doing you will make more customers and more money.

To insure delivery before Christmas we urge that you order at the earliest possible moment.

Method of nesting Cups in Cover— Quart size

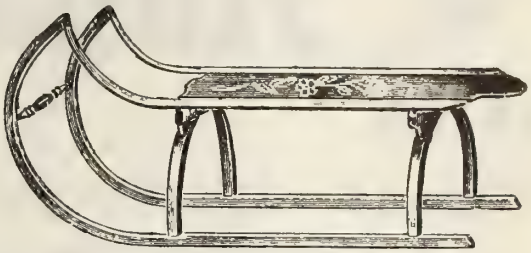
LANDERS, FRARY & CLARK
New Britain, Conn.

Showing method of nesting Cups in Cover— Quart size.

If interested, tear out this page and keep with letters to be answered.

SLEDS

FOR EVERYBODY



BABY SLEIGHS WITH RAILS.

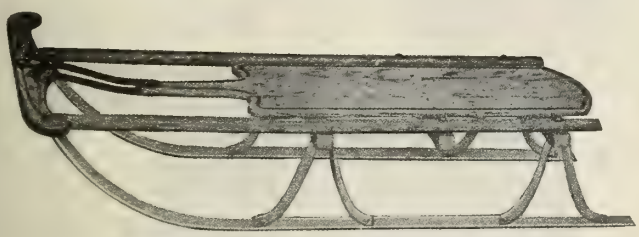
SLEDS FOR BOYS AND GIRLS OF ALL AGES.

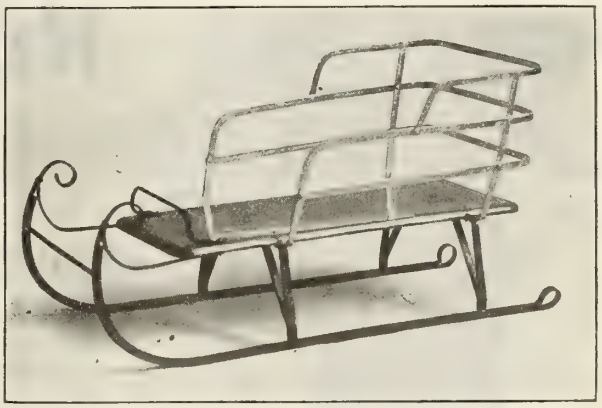
LOW, HIGH, STEERING AND BOB SLEIGHS, WOOD, STEEL AND COMBINATION.

WE HAVE AN ASSORTMENT TO MEET ALL REQUIREMENTS.

Get our prices and order immediately.

Our Stocks are Complete but the Demand is Heavy





LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

Davidson's "Canada"

Rotary Ash Sifter

This is a strong, substantial "Rotary" Ash Sifter, made of heavy steel, galvanized after being made up.

Will not *choke* with cinders.

Now is the time to have a good stock of these on hand.

Order to-day to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL WINNIPEG TORONTO

If interested, tear out this page and keep with letters to be answered.

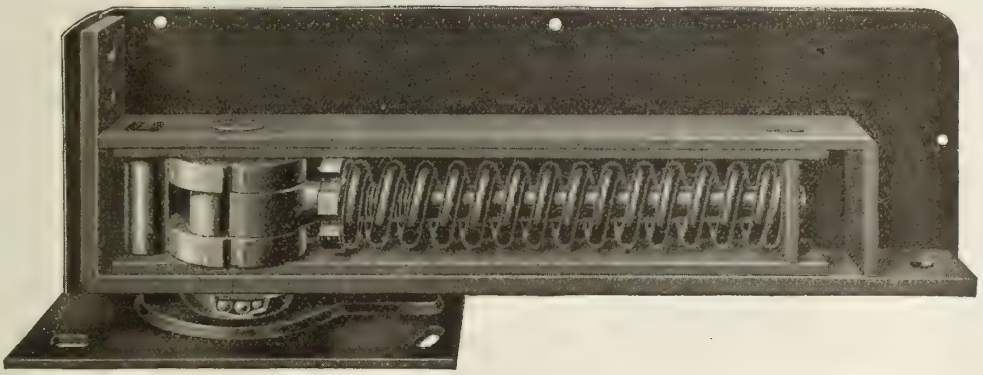
Something New!

Write for Prices, Details and Selling Particulars

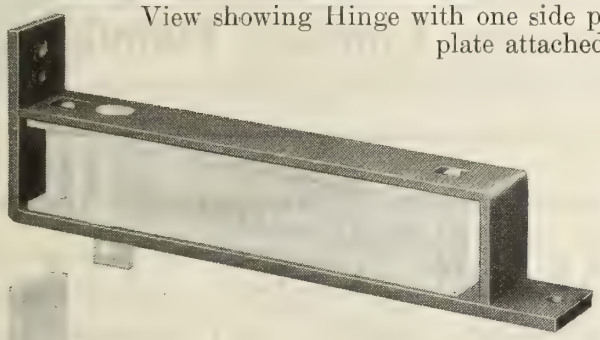
National Manufacturing Company

STERLING, ILLINOIS

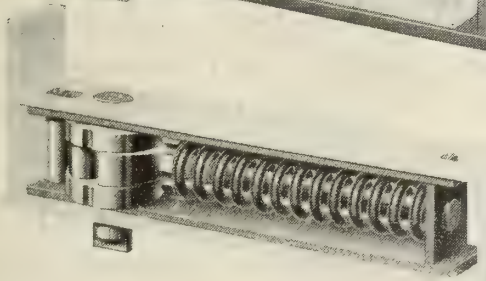
No. 240 Ball-Bearing Floor Hinge



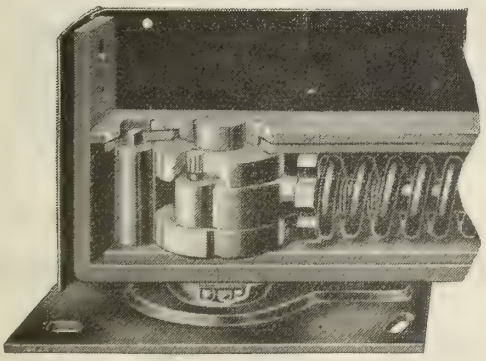
View showing Hinge with one side plate, back plate and floor plate attached.



Dark part carries the weight of the door independent of the spring closing feature.



Dark part shows the spring closing feature independent of the part which bears the weight of the door.



View with parts broken away to show roller bearings and the pin which stands the wear and tear.

If interested, tear out this page and keep with letters to be answered.

The "Hatch Garage Door Outfit"

Makes the most used part of the garage a constant source of pleasure instead of annoyance.

The smooth sliding rollers hold the doors in place, takes the bind off the hinges, and the doors open and close with exceptional ease.

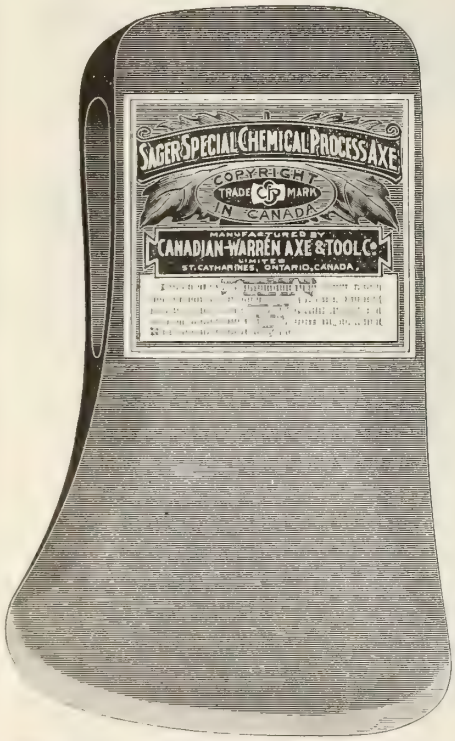
The single hinged door allows access to the garage without disturbing the other two.

No trouble with snow or **ice,** they in no way interfere with its working.

Don't wait. Be the first in your territory to show this outfit. There's a substantial profit in every sale.

Swing in to-day, write our Hanger Department for sales helps and Hanger Service.

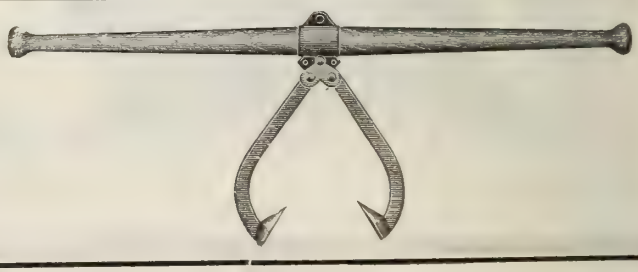
Canada Steel Goods Company, Limited, Hamilton, Ont.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



If interested, tear out this page and keep with letters to be answered.

EVERY ROLL

of genuine Samson Roofing is identified by this label—a label with real significance to you as a hardwareman—to your customers as the users.

"SAMSON" ROOFING is the product of years of experience in the manufacture of Roofings and embodies only the highest grade materials.

Remember the name

"SAMSON"

H. S. HOWLAND, SONS & CO.
Limited

WHOLESALE HARDWARE
TORONTO

If interested, tear out this page and keep with letters to be answered.

The Success of Canada's Victory Loan will Provide your Customers with Money to Spend

GREAT BRITAIN cannot continue to buy the agricultural and manufactured products of Canada unless Canada is prepared to grant credit to Britain.

And if Great Britain were compelled, through the lack of this credit, to buy in some other producing country, where she COULD get credit, think of the effect it would have upon YOUR CUSTOMERS.

The farmers would lose their best market for live-stock, grain, cheese and other products; miners would have to work short shifts; workers in manufacturing industries of every kind would have their wages reduced, and many would be thrown out of employment.

You would have to face IMPOVERISHED CUSTOMERS with your shelves loaded with merchandise bought at above normal prices.

For the great business prosperity of Canada is very largely due to the millions upon millions of dollars expended in Canada by Great Britain.

And, as Great Britain requires credit so that she may continue to buy, Canada's Victory Bonds are offered so that this credit may be established.

The money so raised will be SPENT IN CANADA—will be used so that those who SELL to Great Britain can be paid IN CASH.

Therefore, it is in your interest as a business man—to say nothing of your duty as a patriotic citizen—to DO ALL YOU CAN to make the issue of Canada's Victory Bonds a GREAT SUCCESS. Suggest it, discuss it with your customers. Study the question so that you can advise those who are sure to ask you about it.

Canada's Victory Bonds, moreover, are an exceptionally good investment. They earn a good rate of interest; the principal is secured by the signed pledge of Canada, backed by all the resources of Canada. Any bank will lend money upon their security alone, and the bonds can be sold at any time.

Buy Canada's Victory Bonds when offered in November, to the limit of your ability. Even anticipate future profits so that you may do so. Your bank manager will help you—he will arrange any accommodation within his power for this patriotic purpose.

That's the Way to Keep Your Business Booming

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada.

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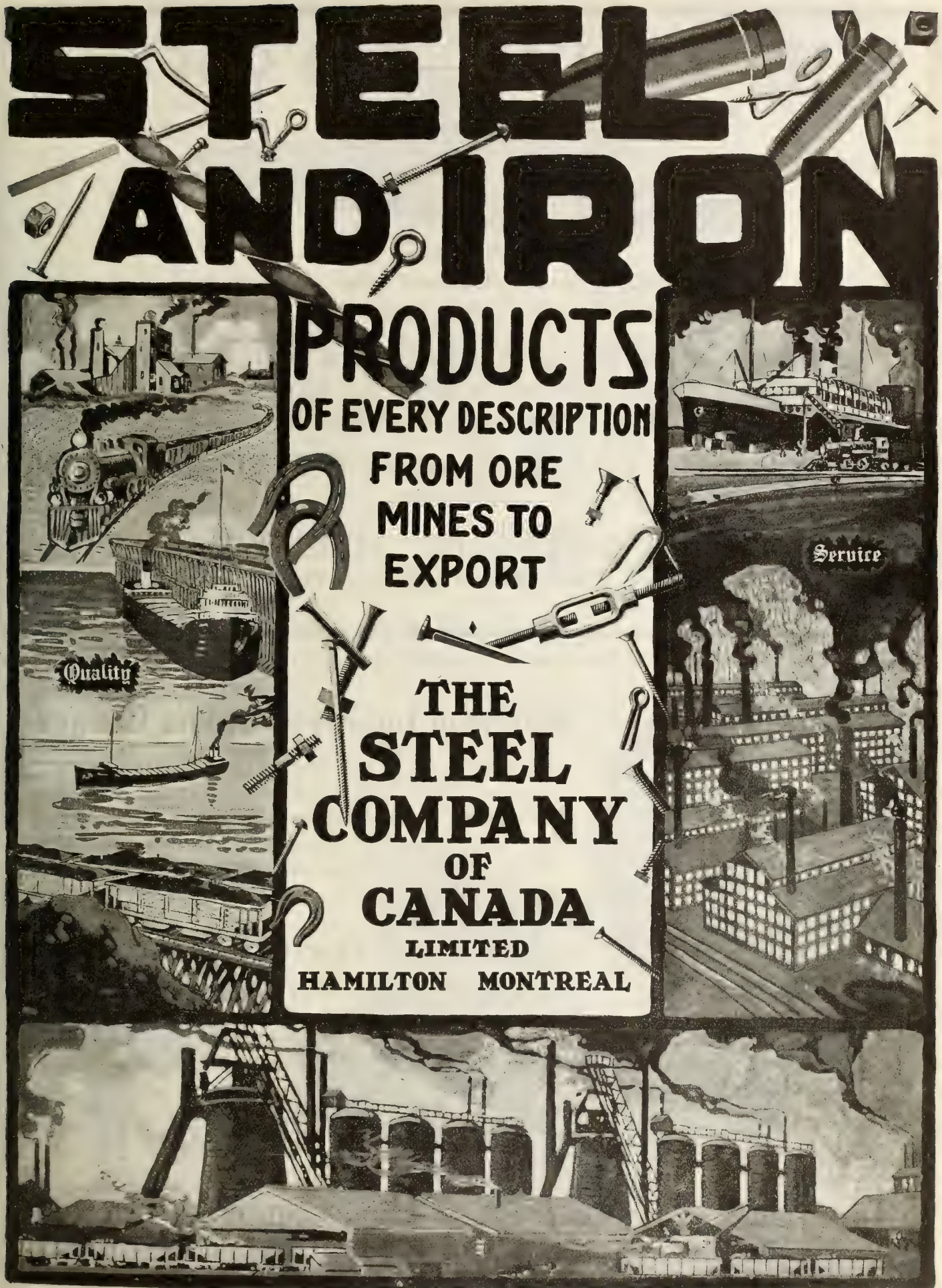
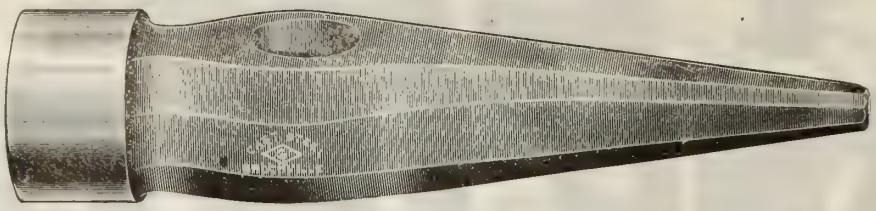

STEEL
AND IRON
PRODUCTS
OF EVERY DESCRIPTION
FROM ORE
MINES TO
EXPORT
Quality
Service
THE
STEEL
COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

SHIP MAULS—Solid Cast Steel



No. 45

Black Finish. Polished Head and Pein. 2½ inch Face.

Weights: 4 lbs. 4½ lbs. 5 lbs. 5½ lbs. 6 lbs. 7 lbs. 8 lbs.

The cut shows model of Ship Maul which is most popular. It is a great seller. You should have a good stock of them on hand. Let us have your orders.

We have many other styles of tools of interest to shipbuilders. Write for our catalogue.

CANADA FOUNDRIES AND FORGINGS, LIMITED

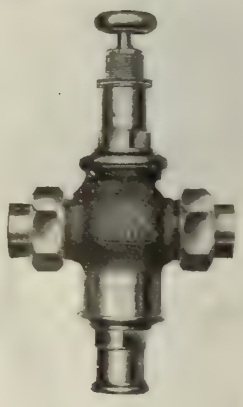
Jas. Smart Manufacturing Co. Plant

BROCKVILLE, ONT. **WINNIPEG, MAN.**

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

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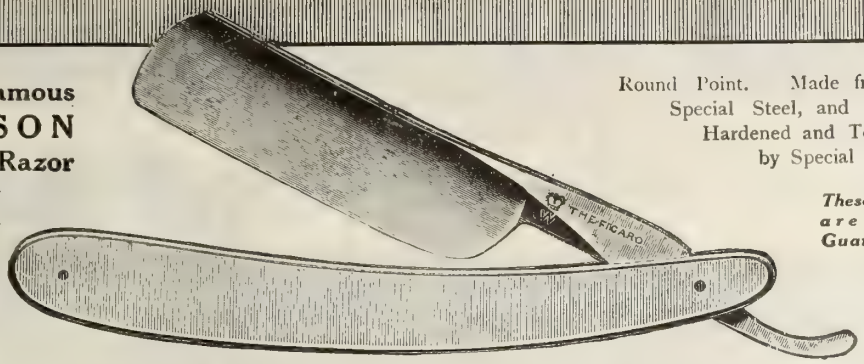
The **World-Famous**
WILKINSON
Sword-Steel Razor
—The envy of every man who loves an easy shave.



Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.

Anticipate
the "After-the-War" rush by placing Orders
—NOW—

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The **PALL MALL**
7-Day Safety Shaver,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

The WILKINSON SWORD CO., LTD.
53, PALL MALL, LONDON, S.W. 1.

T. H. RANDOLPH, Managing Director.

We are Makers of
RAZORS, SHAVERS, SWORDS, GUNS, PISTOLS, CAMP EQUIPMENT, HUNTING KNIVES, etc.

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RELIABILITY

is an important quality of Famous Five files.

Mechanics can depend upon them to stay sharp for the longest possible time.

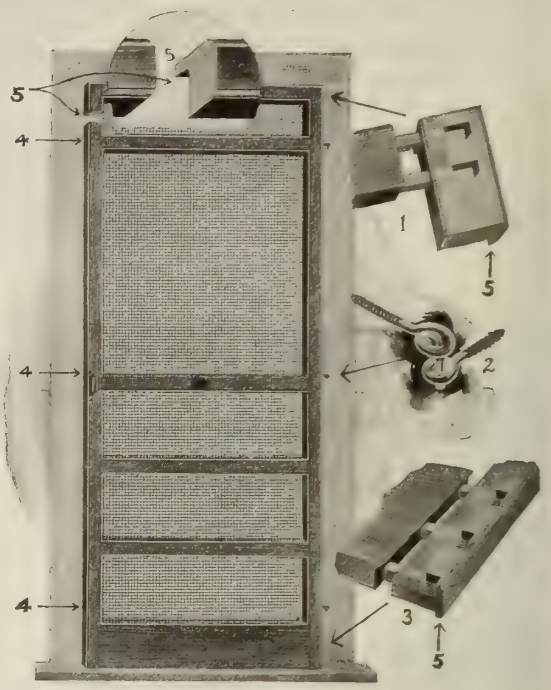
This is insured by the quality of our high carbon steel; the efficiency of its heat treatment; the perfection of our manufacturing process and the accuracy and evenness of the teeth.

Their RELIABILITY has made them standard grade tools in the estimation of all mechanics. That's why it pays to sell them.

Specify them when ordering from your jobber.

They are:

KASEMENT SKRENE DORES



That's why they can't sag, warp or pull apart

Every Kasement Door has 22 mortise and tenon joints (as shown above). The square tenons are one-sixteenth of an inch wider than the mortises. The door is squeezed together in a power press, it can be readily understood why the joints will not pull apart.

The frames are made from selected Southern pine, all stile lumber being quarter sawn. The stock is thoroughly dried before being made up, and the finished door is guaranteed not to sag, warp or pull apart.

Kasement Doors are easy to put up, and easy to take down. They save time in fitting—and they're guaranteed. There's customer-satisfaction for you.

Handsome demonstrating Model given free with initial order. Write to-day for prices.

Kasement Skrene Dore Co.

98 Kingswood Rd. ∴ Toronto, Ontario

Distributors:
Manitoba and Saskatchewan
Pease Western Foundry, Ltd., Winnipeg
Province of Quebec
International Agency, La Patrie Bldg., Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

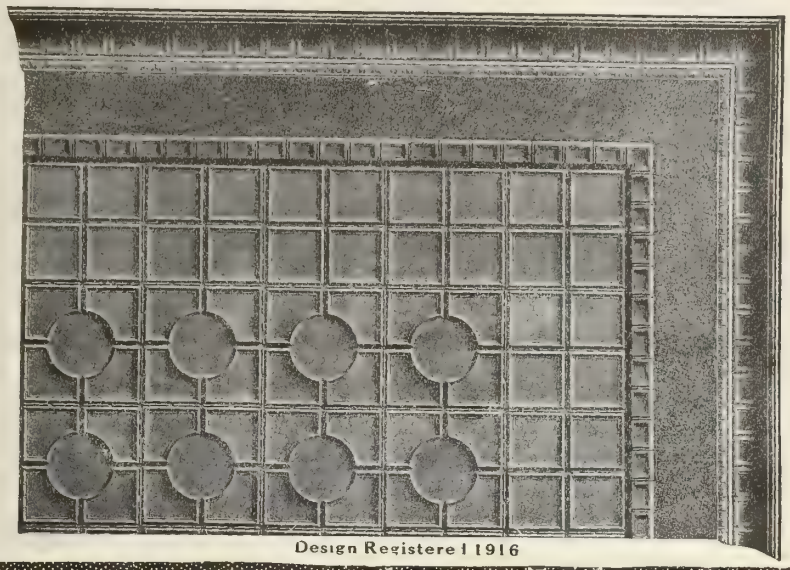
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Suggest Metallic Ceilings to Your Customers

Tell them there are no repair bills because Metallic never cracks or falls off. Tell them Metallic is attractive, fireproof, sanitary and increases the light.

For all new buildings and for old buildings where the plaster is cracked, suggest Metallic Ceilings. We will help you close the deal. They carry a good profit for you.

Have you a copy of our big handsome Catalogue "C"? It will help you greatly in securing this profitable Ceiling business.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

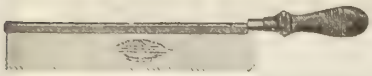
Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



How about the "Handy-man-about-the-house"?

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6 point hand saw is not suitable for cabinet work in hardwood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

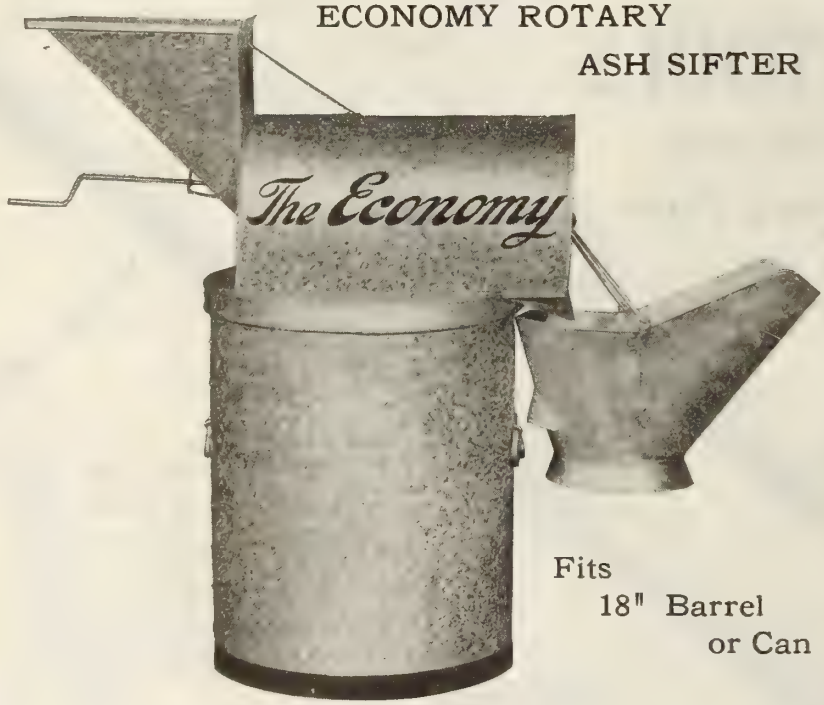
Other Disston Tools are of the same high standard

HENRY DISSTON & SONS, Limited

TORONTO, CANADA

REG. U.S. PAT. OFF.

ECONOMY ROTARY ASH SIFTER



Fits 18" Barrel or Can

SALAMANDERS

Body of Heavy Sheet Steel—
Cast Iron Grate

SIZE—Diameter - - - 17 inches
Height over all - 30 inches
Height from floor 6 inches

Special Prices to Dealers. Large Stock, Prompt Shipment.

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

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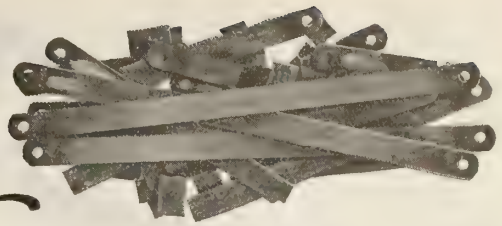
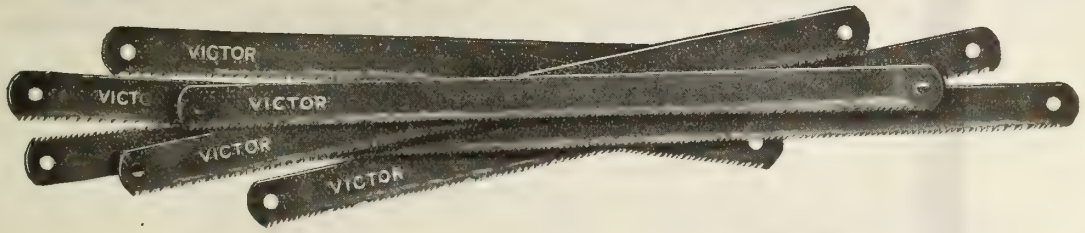
Cut the High Cost of Cutting



9 out of 12 all-hards break before worn out. Full service from ONLY 3 blades.

VICTOR Flexibles



7 VICTOR Flexibles—you can't break em—will do the work of 12 all-hards. FULL service from EVERY blade.

The high cost of all tools and supplies demands every economy possible — rapid and increased production demands speeding up in all departments.

Apply this to hack saw blades.

VICTOR flexibles reduce consumption and increase production — they will give you 100% service.

In actual use day-in and day-out, seven to nine VICTOR flexible blades under average shop conditions will do as much cutting in hand work as twelve of any All-Hard blades, barring none, because a large percentage of the All-Hard break before worn out — you get full service from only a small portion.

VICTOR flexible blades will not break in use except through intentional abuse—you get full service from every one, saving the cost of from three to five blades—and no time is wasted in replacing broken saws.

VICTOR flexibles have equally as good cutting qualities as the finest All-Hard. Prove this for yourself.

GET A BOX AND TRY 'EM

VICTOR SAW WORKS LTD - HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

TONCAN METAL

Resists Corrosion

THE tinner who furnishes his customers with cheap, short-lived material forgets that he has any competition and that Mr. Competitor may step in and take his customer away by furnishing something better; he overlooks the fact that Mr. Customer may become prejudiced against all forms of sheet metal and when he needs roofing, for instance, he will order something which he can apply himself and for which he does not need Mr. Tinner.

Satisfy your customer in every way and you will keep him. Moreover you will not force him away from the sheet metal industry into the hands of other trades.

Your customers will be satisfied with Toncan Metal Sheets and products because of their durability and moderate cost.

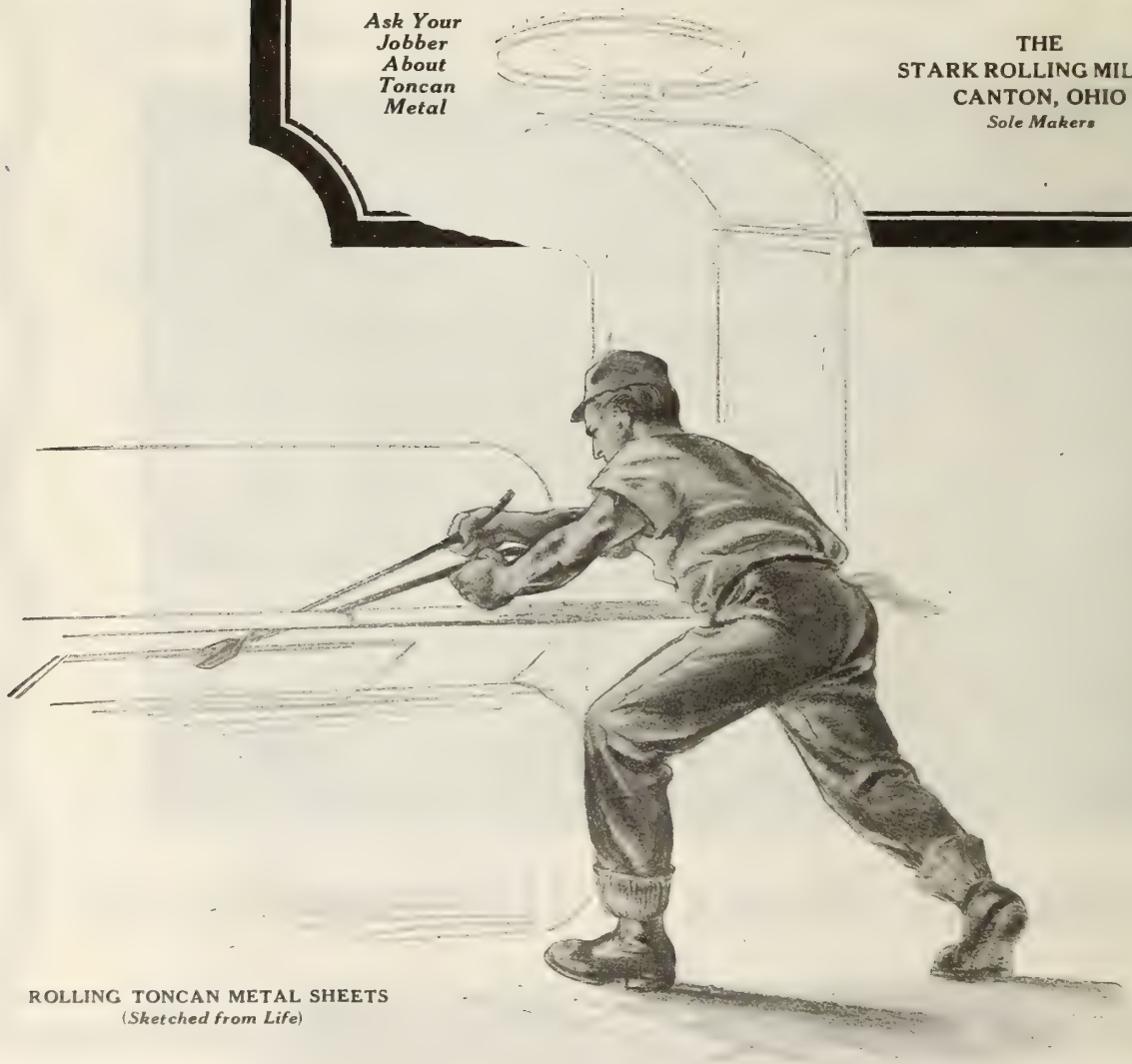
Toncan Metal Sheets are corrosion resisting to an extent hitherto considered impossible in an iron ore product. They are as near 100 per cent. pure as it is possible to make commercial sheet metal.

Next time you order sheet metal in any form, black, painted or galvanized, don't say "Sheet Metal"—say "Toncan Metal".

THE PEDLAR PEOPLE, LIMITED, OSHAWA, CAN.
Canadian Distributors

Ask Your Jobber About Toncan Metal

THE
STARK ROLLING MILL Co.
CANTON, OHIO
Sole Makers



ROLLING TONCAN METAL SHEETS
(*Sketched from Life*)

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THERE'S GOOD BUSINESS AND BIG PROFIT RIGHT HERE FOR YOU

Progressive, alert hardware dealers at this time are featuring the LACO NITRO LAMP. They realize the fall and winter seasons bring increased demands for electric light in factories, mills, shops, general stores and office buildings. They are turning this demand into profit. Are you with them? Sell to your trade a lamp that will build confidence. One that is low in price, efficient and economical and giving you a liberal profit on every sale.

LACO NITRO LAMP "THE LIGHT THAT GIVES MORE LIGHT"

makes friends and profit for you. It is being widely advertised in all leading trade papers, and dealers are feeling the response in increased sales.

This is the superior electric lamp of the day. It gives the whitest and greatest light at lowest cost. It is low in cost, high in service and extensively advertised.

Cash in to-day on this tip. Put in your stock, display them in your windows, tell your customers of their superior merits and you will increase your profits.

Ask your jobber, or write direct to

CANADIAN LACO-PHILIPS COMPANY

LIMITED

STOCKS AVAILABLE AT

MONTREAL TORONTO WINNIPEG VANCOUVER

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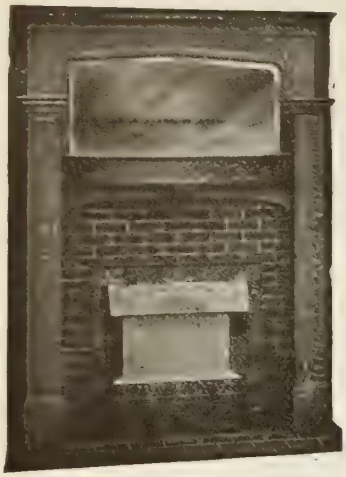


The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

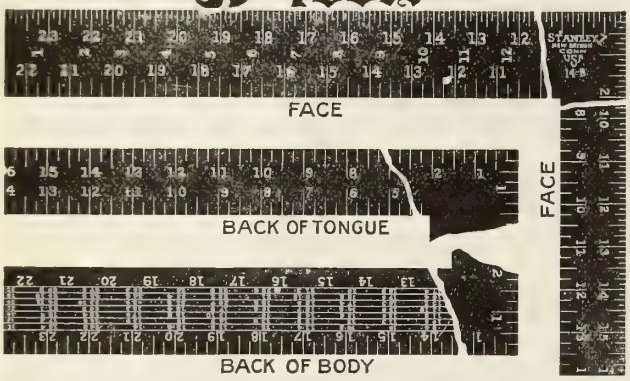
SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Stanley Tools



Stanley Steel Squares

Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

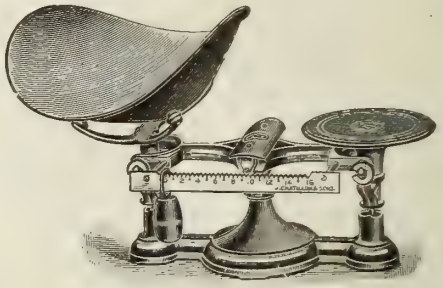
Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles, and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY NEW BRITAIN CONN U.S.A. appears on the face of all numbers.

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



The name of John Chatillon & Sons has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we added to our plant the facilities to manufacture Foster Bros.' line of Butcher Knives, and Cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales and Balances.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products and we continually strive to maintain the high standard of quality that has always distinguished the products of

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Write for complete illustrated catalogue.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

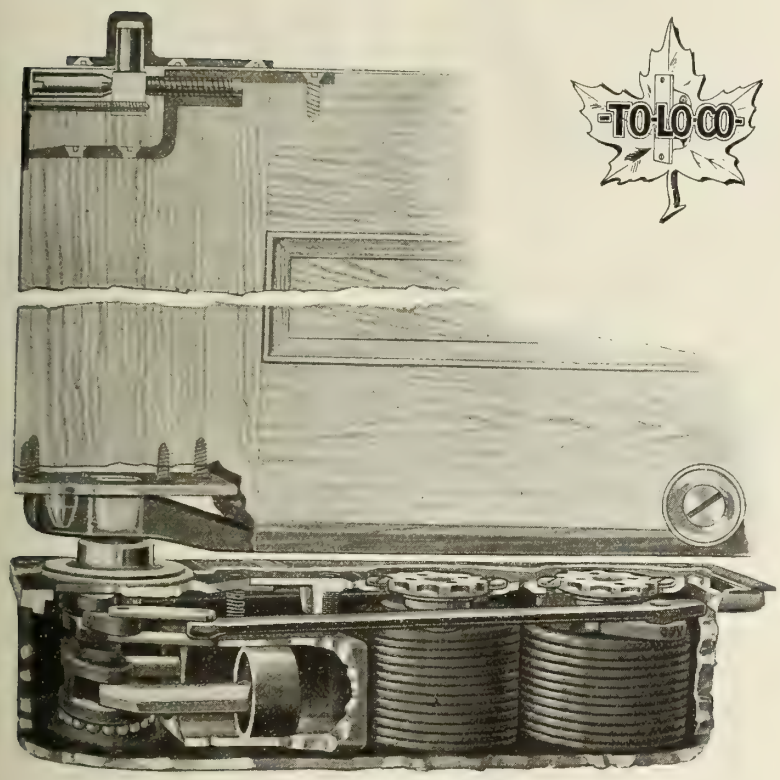
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

Don't be contented with the bread and butter trade—

Go after the better paying business

Every new building and a lot of the old ones require building specialties which are sometimes overlooked, but which the builder, or more than likely the tenant, will thank you for some day. These run into a good order and give you a much better profit than the bread-and-butter lines. *The following are worth going after:*



Double Acting Floor Check Nos. 30 and 40

For Single Acting Entrance and Vestibule Doors—Rixson Single Acting Floor Check No. 20 and 25.

For Single Acting Interior Doors in Residences not over 3′ 0″ x 7′ 6″—Rixson Single Acting Floor Check No. 7.

For Interior Doors in Public Buildings not over 3′ 0″ x 7′ 6″—Rixson Single Acting Floor Checks No. 8.

For Interior Doors in Public Buildings not over 3′ 4″ x 8′ 0″—Rixson Single Acting Floor Checks No. 9.

For Double Acting Outside Doors not over 2′ 10″ x 7′ 6″—Rixson Double Acting Floor Check No. 30.

For Double Acting Outside Doors not over 3′ 6″ x 7′ 6″—Rixson Double Acting Floor Check No. 40.

For Interior Doors and Office Gates up to 2′ 8″ wide—Rixson Double Acting Floor Check No. 10.

For Interior Doors up to 3′ wide—Rixson Double Acting Floor Check No. 15.

For Double Acting Doors hung with D.A. Jamb Hinge use Rixson Double Acting Overhead Door Check No. 44 (old No. 4).

(This is only a Check, not a Hinge.)

For Single Acting Doors hinged with butts, use Genuine Rixson Door Check and Spring

A—For light inside Doors not over 3′ x 7′.

B—For Medium Corridor Doors and for outside Doors 2′ 6″ x 7′ 0″.

C For heavy Corridor Doors.

For outside Doors 3′ x 8′.

D For outside Doors not over 3′ 6″ x 8′.

E—For Extra Large Doors.

The line that has stood the test of time.

Has satisfied the most exacting for 17 years.

Simplicity of construction and durability are two outstanding features of Rixson line.

All Our Products Are Fully Warranted

THE MERCHANT WHO CARRIES THE STOCK SELLS THE GOODS.
SEND FOR DESCRIPTIVE CIRCULARS AND PRICES.
PLACE A SAMPLE ORDER.

Toronto Lock Mfg. Co., Toronto

Factories: PATTERSON PLACE

MANUFACTURERS OF BUILDERS', CABINET AND STRUCTURAL HARDWARE

If interested, tear out this page and keep with letters to be answered.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

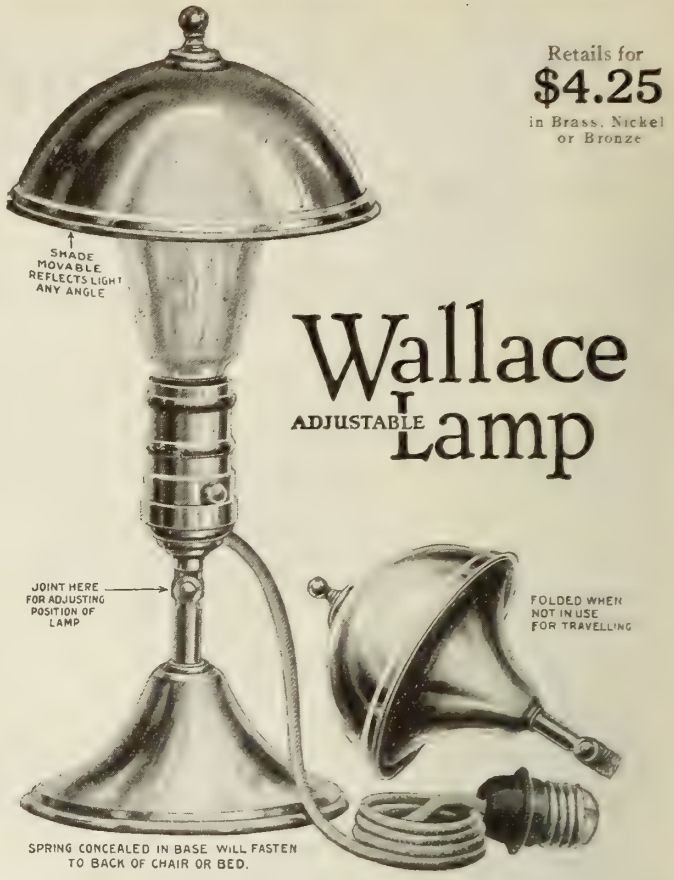
Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal



Wallace ADJUSTABLE Lamp

The Lamp of a Thousand Uses—Nearly Half a Million in Use

A FLOOD of clear light, wherever you want it, whenever you want it—at home, at the office or traveling. That says in a nut-shell what the Wallace Lamp is.

Seeing the Wallace Lamp itself completes the story. It sells for its utility, for its novelty, and because it always gives the user the **full value** of his light where he wants it — no light is scattered or lost.

If you are a user of the Wallace Lamp **yourself,** your enthusiasm will make it the easiest article in your store to sell.

A. C. PENN, Inc., New York, N.Y.
MENZIES & CO., LTD.
Canadian Distributors
439 King Street West **Toronto, Canada**

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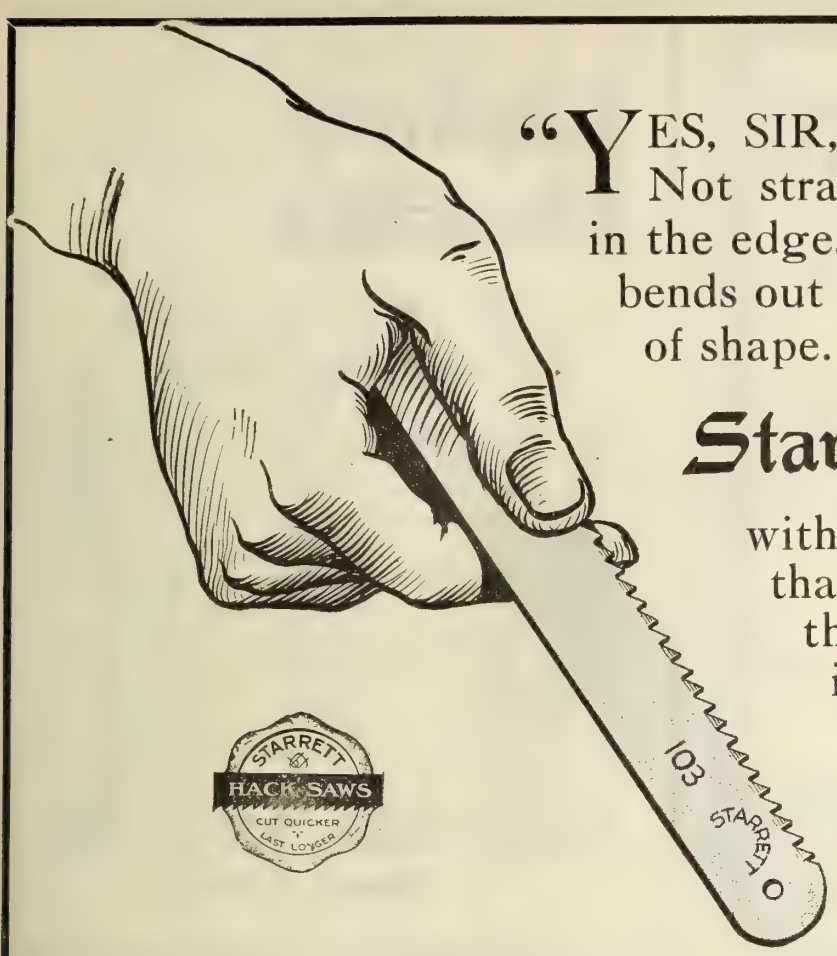


"YES, SIR, that's a real hack saw. Not strapping with notches cut in the edge. Not inferior steel that bends out of shape and stays out of shape. No, sir! thats a

Starrett Hack-Saw

with snap and whip to it that means business from the time it gets its teeth in the metal until the cut is finished.

"Just a hack saw, you say. But this common name won't do for a tungsten steel blade like this. Why, every tooth in it is milled and set just as if this hack saw were to establish the Starrett reputation.

"And it fits its job, too. Maybe you don't think that's important, but try it yourself.

"You don't call in a grocer when you have a toothache. But there are some mechanics who try that stunt with hack saws—put a brittle, coarse-toothed blade on a piece of tubing and then wonder why it strips. Or use a fine-toothed saw on brass rod and wonder why the teeth clog and the blade snaps.

"No, sir, you can't treat hack saws mean any more than you can people; and that's another reason why I like Starrett Hack Saws. You don't need to go wrong. They have got good saws and they know how to pick the one that does the work best. Guess that's why they say that Starrett Hack Saws **cut faster and last longer.** I know they do."

Send for catalog No. 213.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-738

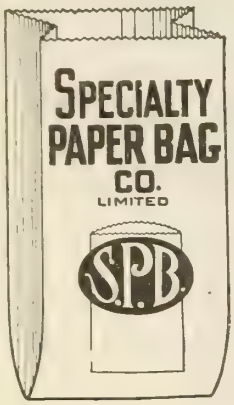
If interested, tear out this page and keep with letters to be answered.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
247-255 Carlaw Ave., Toronto, Canada

Hickory Handles

We have a Large Stock on Hand

There is a decided scarcity of stock for *Hickory Handles*. But we have been fortunate in securing a big stock and we are able to supply the trade with all kinds of good quality hickory handles. Orders promptly filled—act quick, we don't know what the future may hold forth.

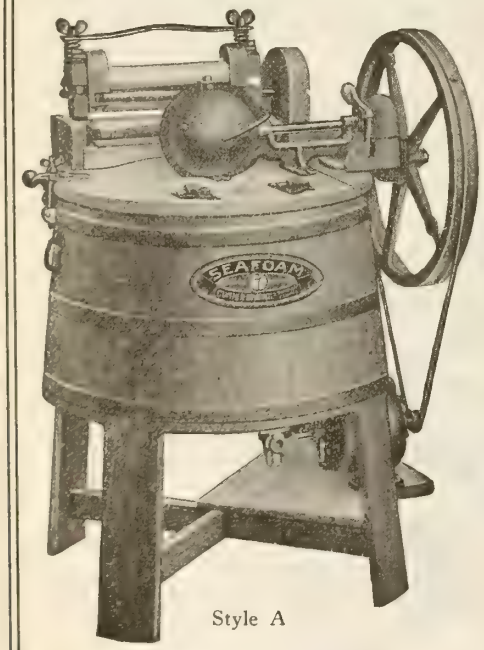
Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.
St. Thomas, Ontario

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.



Style A

A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited
Hamilton, Canada

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

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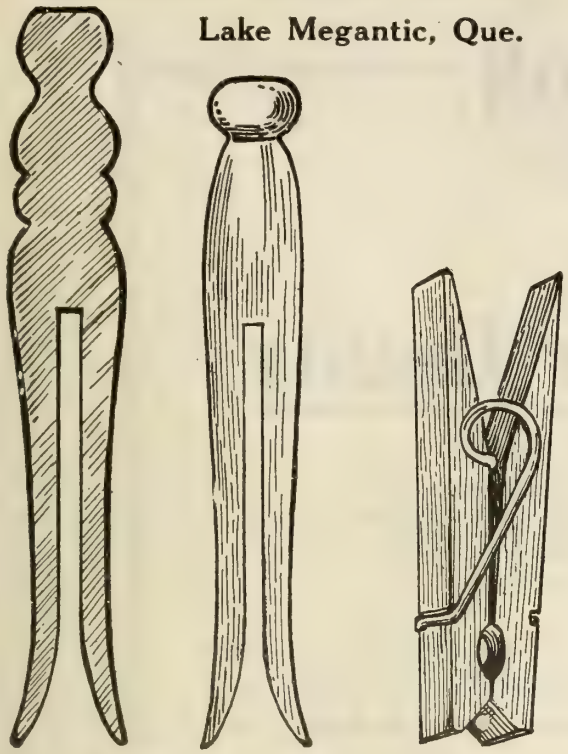
The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of Clothes Pins.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal Philadelphia
London, Eng.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

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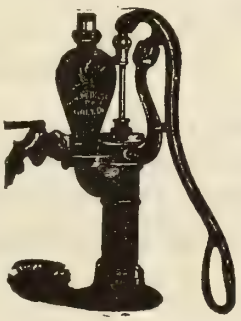

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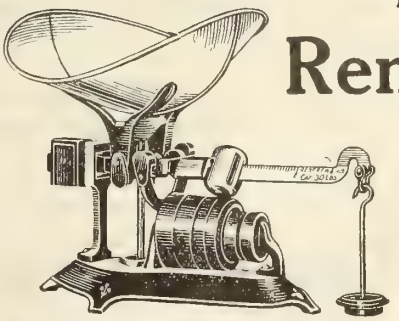

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, OCTOBER 27, 1917 No. 43

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, OCTOBER 27, 1917 No. 43

U. S. Hardwaremen Support War

Great Convention at Atlantic City Represented Collective Investment of $15,000,000—Scarcity of Materials and Labor to Continue—Move to Eliminate Waste.

IT was clearly evident at the conventions at Atlantic City last week of the American Hardware Manufacturers' Association, and of the National Hardware Association of the United States that the hardware men of the United States are heart and soul in the war, and will support the Government in every possible way, to bring the war to an early and successful conclusion. A stirringly patriotic resolution was unanimously carried in which the hardware men placed themselves unreservedly at the service of their country in the present war. The conventions were held on Oct. 16-19. The hardware manufacturers and wholesalers in attendance at the conventions represented a collective investment of $15,000,000,000.

On Tuesday preceding the formal opening of the convention proper of the National Hardware Association, the automobile accessories branch held a meeting at which was discussed the relation of the hardware jobbers to the distribution of supplies. Out of sixty-five jobbing houses represented at the meeting only seven were not actively engaged in pushing the sale of motor accessories.

Joint Meeting

A joint meeting of the associations was held at the Marlborough-Blenheim on Wednesday morning.

The convention was disappointed to learn that Secretary of War Newton D. Baker, owing to important business in Washington, was unable to attend and deliver an address on "American Business and the War."

The meeting was keyed up to a high pitch of patriotism, and its high tension was sensed by all present in the addresses of the various prominent speakers.

One of the first speakers was C. A. Knapp, President of the National Hardware Association. He voiced his pride in the patriotic sentiment which permeated the great body of hardware men at the meeting.

Mr. Knapp, in his address, dealt with several important phases of the hardware business, and extracts are appended herewith:

Wholesalers Not Benefited By High Prices

"Business, as we all know, has been unusually prosperous and prices have been abnormally high. Indeed, we fear that on many commodities the question of cost has been lost sight of and that there is a tendency on the part of many to secure as high a price as possible regardless of all cost relations. The wholesalers, who have long since disposed of merchandise which they held at the time prices advanced, have not to so great a degree been benefited, in fact on many commodities the margin of profit has been less, simply because of their earnest desire to make it as easy as possible for the retailer to satisfy the consumer who has been loath to pay such highly inflated prices."

"The present conditions have proven beyond any question, the absolute necessity of the wholesaler, as it was only because the latter was willing to take the risk of a loss by reason of a possible recession in prices, that he had in his warehouse, of convenient access to the retail trade, large supplies of merchandise ready for delivery to his customers on quick notice.

"The retail merchant who has been looking to the jobber as his source of supply has been greatly benefited thereby while those who have felt in the past that there might be a saving of some additional profit in the buying of goods by direct connection with the manufacturer, have been embarrassed in their business with the consumer simply because they could not obtain prompt deliveries to which they had been accustomed.

"Prominent retailers throughout the country have conceded that there could be no longer any question as to the sound economical position occupied by the wholesaler of hardware, and it is our own earnest hope that the benefit derived from this education will continue after the present most unusual conditions have been changed.

"The subject of Trade Acceptances has been prominently kept before the trade and some houses have already shown their customers the advantages to be secured from the adoption of that system of settling accounts.

"We have secured prompt information

concerning the provisions of the War Tax Bill and have been in constant communication with the legislative authorities on this subject.

Hardwaremen and Auto Supplies

"The Automobile Supply Branch of the Association has done some efficient work and it is particularly pleasing to know that a large number of manufacturers who have become associate members of this Branch of the Association, are recognizing the fact that the service being rendered by the wholesaler of hardware is a valuable one and while we take no issue with other mediums of distribution, we are convinced that ultimately the distributors of automobile supplies will be the wholesale hardware houses of this country.

Importance of Co-operation

"There never was a time in the history of this Association when it was more important for us to get together and confer with each other as wholesalers and with the manufacturers than at present. We do not propose to discuss during these meetings the minor questions, but rather will devote our time to the consideration of larger issues and, hence, have asked a number of prominent manufacturers to address us during our sessions."

Dr. Davies' Address

At the close of President Knapp's speech, the assembly sang to the tune of "America" a patriotic anthem entitled, "God Keep and Guide Our Men." The song was followed by an address by the Reverend John R. Davies, D. D., of Philadelphia, Pennsylvania.

"This country went to war because it had no other alternative as a self-respecting nation," declared the Reverend Doctor Davies. "All the wars which have gone before were mere skirmishes compared to that which now ingulfs the world. Never since the first man looked out upon the earth has God seen such a sight.

"Men talk of the defeat of Germany. Germany was defeated when she sank the Lusitania. The pan-German idea is one of the most hellish man ever has conceived. Our duty is plain. I am a foreigner. Forty years ago I landed at Castle Garden, an immigrant. Whatever I am and all I have are due to the opportunities this great country afforded. My first duty is to that flag."

Men and women arose and cheered and the hall reverberated with wave on wave of applause.

The Reverend Doctor Davies stated that when the war is over America would be the commercial and financial capital of the world.

Address of President Plumb

Fayette R. Plumb, President American Hardware Manufacturers' Association, followed Dr. Davies and his appearance was followed by a hearty reception on the part of those present. Mr. Plumb, in his address, referred to the enormity of the war undertaking of the United States. He also referred to the price agreement on steel. The address in part follows:—

"This convention is different from any that has preceded it. The problems confronting us are new. Important as are the problems connected with our relations to our regular trade, they are now over-shadowed by the demands of our new customer, the United States Goverment, and the unprecedented difficulties attendant upon production. Our sessions will be largely devoted to the consideration of the problems raised by these conditions.

"The preparations for the conduct of the war grow in magnitude from day to day. At our convention at Houston I spoke of the effect which the raising of an army of two million men and the proposed war expenditure of seven billion dollars to June 30, 1918, meant to business. I think many of our members were inclined to look upon my remarks as being "bull talk," but everything I said at that time has since proved to be an understatement. We then expected to loan our Allies to be spent in this country $3,000,000,000. We now expect to loan them seven billion dollars. We then expected to spend ourselves, for war, four billion. We now expect to spend twelve billion dollars. No one can have any conception of what nineteen billion dollars means. It is over $50,000,000 every day. Nineteen billion dollars means $750 per year for each man in the United States engaged in any kind of gainful occupation. Seven hundred and fifty dollars is more than the total income of most of us. With our Government and our Allies making such purchases here, what chance is there going to be for supplying any considerable portion of our ordinary requirements in addition?

"We have already begun to experience some of the difficulties in keeping and securing an adequate labor supply as intensified by the first draft. We all know enough about conditions to know that this situation is going to grow steadily worse. The appropriations already made by Congress are to provide for another million men under arms before next June. It is proposed to raise the army to over four million as fast as the men can be supplied and trained. Probably before long we shall have another registration with the age limits considerably extended to provide these additional men. Can you see what this will mean? It is not only the men withdrawn from each factory, but the competition for labor that will arise to replace these men. Just as a shortage of supplies advances the price, so will this shortage of labor advance the price of labor. And this effect will be heightened by the advancing cost of living. Don't let any of us fool ourselves by thinking because the cost of labor is very high now and that our employees are satisfied, that the top has been reached. It has not and it will not as long as the war lasts. You know that about the time the government steel prices were announced, Cambria, Bethlehem and the Steel Corporation each announced a 10% advance to labor. This made 60% advance in less than two years. One of the agreements in regard to the new steel prices was that the price of labor should not be reduced.

"This voluntary price agreement on steel has created a lot of misapprehension. The price is very little, if any, below the prices at which steel has actually been shipped; $2.90 base Pittsburgh for bars compares with $1.25 in July, 1915, and $4.50, the nominal quotation for July, 1917. But very little steel has actually been delivered at anything like this high price. Steel bars could be bought last January for $3.00. I do not believe many manufacturers have received much, if any, steel bought since then. Pig iron is now set at $33.00, which compares with $14.25 July, 1915, and $52.00 July, 1917. Pig iron could be bought at $30.00 as late as last January. I very much doubt, therefore, that the new prices will bring any real reduction in cost to any far-sighted manufacturer who has kept in touch with the market. I also doubt if it is going to save them much in the future except on war business, because unfilled orders and contracts are, I understand, to be filled at the prices at which placed. I know of business which has been placed at $4.50 since the $2.90 price for bars was announced. It is better to get it at $4.50 than to go without it at $2.90. I believe $2.90 bars will be as scarce as $2.00 coal. How many of you have been able to buy coal for $2.00, though this is a compulsory price set months ago, while the steel price is entirely voluntary on the part of the big producers?

"It is seriously suggested that before many months it will be practically impossible to secure steel for any purpose except the war requirements. It won't be a question then as to the price of steel or the price of hardware, but simply a question as to how the small amount made can be distributed to the best advantage. Just think what it will mean to supply an army of four million men. To equip, supply, transport and feed such an army as this will require the utmost effort of the entire country. There is no getting away from these fundamental facts. With our supply of steel, therefore, required almost entirely for war products, labor so scarce that there will be the keenest kind of competition to secure it, and a demand for war products that will fall specially upon the manufacturers of hardware, how can you expect anything but a demand that it will be impossible to fulfill?

"The position of the hardware trade is altogether exceptional. The cost of the war will press heavily on those who make or deal in luxuries, but hardware is a necessity. The farmers will be a favored class. Big crops at unheard of prices have put money into their pockets. The lumber business is active and prosperous. Industry in the mines, the factories and on the railroads, all over the country is going ahead at top speed.

Wear and tear is excessive. It is said the government is considering the advisability of putting up thousands of houses in the new industrial districts beside the various warehouses and hospital buildings it will have to erect. Those who rely for their income on accumulated capital will pay for the war, but those who earn their living will have more money to spend than ever before.

Even the high prices which it will continue to be necessary to ask will not prevent the man who has money in his pocket from buying what he needs. As the government takes a larger and larger share of the output of the hardware manufacturers, their product will become increasingly difficult to secure. Happy soon will be the jobber who has a good stock. The wise man will not wait till it is impossible to produce or to secure his stock, but if he is a manufacturer will use every effort to increase his production in anticipation of an increasing demand, and if he is a jobber will order all the hardware now which he is able to pay for."

Patriotic Resolution of Joint Session

The joint session was not content with a spoken pronouncement of its obedience to the behests of the nations. In order that the President and citizens of the United States might know that. heart and hand and purse without quibble or evasion, the hardware manufacturers and jobbers of America are in the fight to free the world from the monstrous tyranny of Caesarism, they took pains to set down in writing and publish to the country the resolution which follows:—

"Resolved, by the wholesalers and manufacturers of hardware, members of The National Hardware Association and The American Hardware Manufacturers' Association, assembled in convention, that we record our appreciation of the wonderful accomplishment of our National Government in preparing for the successful prosecution of the war in which we are now engaged and that we further pledge our loyal and undivided support to our President and to all in authority toward the rapid and successful prosecution of the war and that further we record our willingness to lend all possible assistance and co-operation and to make all necessary sacrifices for the aid of the Government."

Canadians Address Meeting

J. W. Dowling, Caverhill, Learmont & Co., Montreal, President Canadian Wholesale Hardware Association, was the next speaker.

The address of Mr. Dowling was listened to with intense interest. The keynote of the address of preceding speakers was the effect of the entrance of the United States in the world war. Mr. Dowling came before the meeting representing Canada, now in the fourth year of the war, and his remarks were received as coming from a man who spoke with authority as a result of having actually experienced war conditions through his connection with one of Canada's largest wholesale houses.

Mr. Dowling pointed out that business problems in Canada during the past year have been somewhat similar to those of the United States. The biggest problem facing the trade to-day, stated Mr. Dowling, will be the matter of conserving profits made during the war, in the period of declining prices which must inevitably follow in the distant future. The profits of the past two or three years may have seemed abnormal, but he pointed out they could not be counted as actual profits until goods bought at abnormally high prices are disposed of in a declining market. The trade may be called upon to face 1 or 2 years of losses which will offset the big profits of previous years.

Canada is a large country with a comparatively small population, stated Mr. Dowling, but it has been in the war from the start and has actually experienced the results of a conflict of this nature. Most homes have felt the effects of war, stated Mr. Dowling, and many families are in mourning. Mr. Dowling warned his hearers that despite the tremendous war undertaking of the United States, they as a nation had not yet begun to feel the full effects of what war means. Mr. Dowling expressed the admiration which Canadians felt for the Administration at Washington for the way in which the big business men of the United States have been called in to help

JOSEPH W DOWLING
President of the Canadian Wholesale Hardware Association.

solve war problems. Mr. Dowling referred to the great bonds of friendship between Canada and the United States, which have been greatly strengthened by the entrance of the United States into the war, the fact that the two great countries are now fighting side by side is forming bonds of friendship which will never be severed. The friendship between the two countries is typified, stated Mr. Dowling, by the Stars and Stripes and the Union Jack which were entwined behind the speakers' platform.

Mr. Dowling's remarks were greeted with rounds of applause. Following Mr. Dowling's address Jas. Hardy, Secretary of the Wholesale Hardware Association, made a few well chosen remarks, in which he referred to the part Canada is playing in the great war.

Elimination of Waste

One of the most interesting addresses of the Thursday session of the American Hardware Manufacturers' Association, was delivered by Albert Zimmerman, Sales Manager The Stanley Works, on "How Manufacturers Can Apply To Their Own Line of Business, the Sentiment in Favor of the Elimination of Wasteful Practices."

Mr. Zimmerman made several excellent suggestions to the manufacturers. He also explained how manufacturers could eliminate to the advantage of all concerned many unnecessary finishes which are now applied to builders' hardware.

The Labor Situation

An address on "How To Replace the Men the War Takes from our Factories," was to have been delivered by Dr. Joseph H. Willets, of the University of Pennsylvania, who, however, was unavoidably absent. Dr. Willets was represented by an assistant who supplied some enlightening information as to how the labor situation had been solved in England by making use of female labor. Investigations conducted in England had proven that female workers quickly became adapted to the work which they had been asked to undertake. Female workers were less wasteful than the men, and were more ready to start work promptly on time. They were capable of doing heavy work up to the point where the weight to be handled did not exceed 60 pounds. Trouble had been experienced in some plants owing to the unwillingness of female workers to take instructions from male foremen, but this had been overcome by the appointment of lady superintendents who it was found could efficiently handle groups up to 30 workers. It was felt that in the United States female labor would have to become more generally used in order to make up for the shortage occasioned by enlistments of men.

The chairman of the meeting, observing that a number of Canadian manufacturers were present at the meeting, suggested that they might give some information as to how the labor problem is being solved in Canada.

Harry Wright, of E. T. Wright & Co., Hamilton, and Col. Hatch, of the Canada Steel Goods Co., addressed the meeting on this subject, and told how Canadian manufacturers are coping with the labor shortage.

Canadians Present

Among the Canadians present at the convention were: T. B. Williamson, H. S. Howland Sons & Co., Toronto; A. E. Gilverson and T. Lawson, Rice Lewis & Sons Co., Ltd., Toronto; Thos. Birkett, Jr., Ottawa; Herb Seybold, Starke Seybold & Co., Montreal; Dave Griffith, B. Greening Wire Co., Hamilton; Jos. Dowling, Caverhill, Learmont & Co., Montreal; James Hardy, Toronto; G. D. Davis, Hardware and Metal; R. B. Huestis, Hardware and Metal; H. S. Alexander, Wood Vallance & Co., Hamilton; L. G. Wright, E. T. Wright Co., Hamilton; Col. Hatch, Canada Steel Goods Co., Hamilton; Col. Robt. Starke, Starke Seybold & Co., Montreal; Chas. McGhie, Welland Vale Mfg. Co., St. Catharines; C. A. Whitwam, Hobbs Hardware Co., London, Ont.

Thirty Years in Babbitts

Science Brought to Bear on Babbitt—Developments Resulting From Investigation—Physical Properties of Babbitt—Following the Processes of Manufacture—Their Proper Use Essential to Long Life and Satisfactory Service.

By W. G. Harris, President The Canada Metal Co., Toronto.

W. G. HARRIS,
President The Canada Metal Co.

THE real, serviceable value of a babbitt does not necessarily bear any relation to the intrinsic or commercial value of the elements from which it is made.

To illustrate this fact, add five per cent. of gold to any of the high-grade babbitts and it will make them cost about fifty times as much, but it is quite evident that it will not make them wear fifty times as long.

The real serviceable value of all babbitt metals is directly proportioned to their registration in the physical properties which cover the conditions they are required to meet in service; and the value of all those physical properties increases in all metallic mixtures of perfect chemical affinity, and decreases as they recede from that condition in the mixture. Therefore, it is self-evident that to add any element to a metallic mixture in excess of the amount required to produce a perfect chemism would operate as a double loss. It would add to the cost of the mixture and operate to disturb its molecular tension, which would injure the quality of all its physical properties and reduce its value as a babbitt metal. For this reason, the most economical and satisfactory service is secured through the aid of an expert metallurgist who, knowing the physical properties required in the babbitt, goes to work in a scientific manner to produce a chemically united alloy at the least possible expense, which will possess the required physical properties.

Developments Resulting From Scientific Investigation

Invention and discovery in the line of metallurgical processes have within the last few years made some of the formerly rare elements available for use in this line of work, which enables closer chemical affinities to be established between the elements of metallic mixtures; and the expert metallurgist of the present age can design metallic alloys to meet special physical conditions with the same dependable accuracy that the expert mechanic designs special machinery.

A bearing metal has one definite service requirement, that is, to take care of the vital parts of machinery (the bearings). This cannot be accomplished with metal that is too hard or too soft. One increases friction, heat and wear, while the other may not stand the load weight or speeds, but mash or squeeze or disintegrate. The mechanical problem is the simple solution of what is the limit of load weight to which the bearings of any machinery may be carried. That limit every intelligent mechanic knows cannot exceed 2,500 pounds load weight to the square inch of bearing metal without disastrous results to the machinery, by either stalling the machine, destroying the bearings, breaking the belts or wrecking the weaker parts of the machinery.

Investigation will prove that 75 per cent. of the machinery in operation does not carry as much as 1,500 pounds load weight to the square inch of metal in the bearings.

Physical Properties of Babbitt

The properties of a babbitt metal which determine its real serviceable value are as follows:

First.—Tensile strength, the index to a babbitt's wearing quality. That is, the greater the force required to overcome the molecular tension of a metal, or a straight pull, the greater will be the wearing force or friction required to overcome molecular tension at its wearing surface.

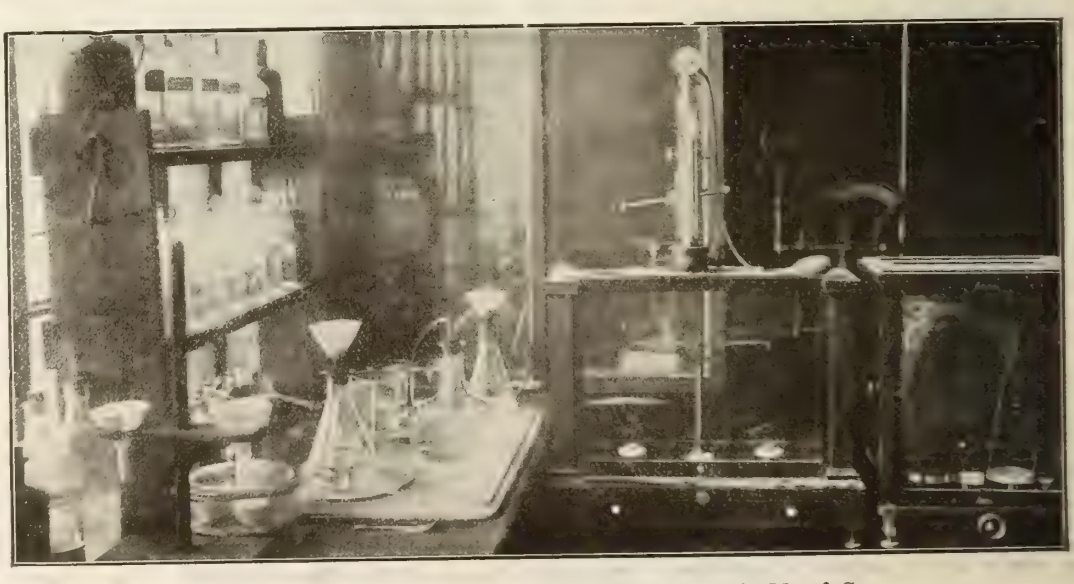
Second. — Resistance to crushing strain; the index to a babbitt's carrying capacity.

Third.—Elastic tension; the index to a babbitt's ability to resist vibration or pounding.

Fourth.—Resistance to heat; the index to melting point.

Fifth.—Anti-friction quality; the index to the degree of angle at which the factor of friction is overcome by the force of gravitation.

(Continued on page 52.)



View of corner of the laboratory—The Canada Metal Co.

Getting the Overseas Business Now

Xmas Trade Should be Secured Now — Sale of Boxes Important, a Service Feature Apart From a Money-Maker—Keeping the Public Posted—Some of the Big Sellers—Postal Regulations.

THREE years of war have come and gone, and the fourth is on its way, and all the time, beyond seas, Canada's army of sons and brothers has been growing. It is true that dotted over the plains of Flanders are pathetic crossmarked plots that mark that "last full measure of devotion" that Canada's sons have given to the cause that they believed to be right. Dotted over France and England, too, are hospitals, where lonely lads are waiting eagerly for a word from home. Dotted over Germany are noisome prison camps, where Canadian boys are waiting for the war to cease, while along the shell-swept battle front there are Canadian boys enduring cold and discomfort, and pain and loneliness in order that liberty shall not perish from the earth.

There, in the far fields of France and Belgium, and even Germany, our uttermost outposts are, and it is well for us to remember this fact, to keep in mind the boys who are away from home, to provide for them the little comforts that will aid in making the life out there somewhat easier, that will be a bond to hold them through all the blood and suffering to their homelands and the folks at home.

For Christmas and For All the Year

The Christmas trade for the trenches is a great item, and deservedly so. We is Canada have always made Christmas a great day. The boys out there will be remembering other Christmases, and it would be a shame if something were not done to make this one day a little different from all the other mud-colored days of the year. Christmas is, of course, the great day, and the dearest day. But it is not the only one. This service for the trenches should be the thought of the merchant throughout the whole year. It should be his idea to keep it before his customers, because people, even those who have friends and relatives at the front, grow careless and need to have their attention drawn to this matter ever and anon.

Now Is Time for Christmas Parcels to Be Mailed

Two weeks at the outside remain for the sending of parcels to the boys in France and perhaps three weeks for parcels to England, if they are to be sure of reaching their destination by Christmas. That means action at once, and the hardware merchant has many lines which he can sell to fill the boxes for the boys, as well as selling the boxes.

Sale of Boxes Important—A Service Feature Apart From a Money Maker.

Some dealers have done a little of this business at Christmas time, and have overlooked it for the remainder of the year. Others have never sold the boxes, letting their customers buy such goods at their store as have seemed to suggest themselves, and have done nothing towards getting the goods overseas. In this way they have not only thrown away the opportunity to make sales, but have also thrown away the opportunity to be of service, to render the kind of service that people remember. Which is the more serious blunder it would be hard to say.

The problem of how to pack things, where to get suitable boxes, and necessary information as to shipments has been a deterrent factor in the greater increase of this business. The war has continued so long that some consider it only casually—they overlook their friends who are sacrificing so much—to whom the receipt of a box from home would mean such a great deal. It is not really such a case of neglect as a case of not knowing just what to do, just how to go-about it.

Here, then—is the hardware merchant's great chance to sell more than goods—to sell with them service and understanding and sympathy; to know that, while he is doing business, he is also doing something to help other folks to make the lives of the boys across seas more bearable.

Keeping the Public Posted

There are many ways, which suggest themselves, of bringing these lines before your customers prominently. In mentioning the many lines which the boys would like, point out that you sell the boxes as well—in displaying "goods for the Trenches" make it a point to display the boxes also. If people know they can secure suitable boxes to send their presents in, the sale of these goods will increase materially.

Some of the Big Sellers

In going over the lines which the hardwareman can sell, there are many items suggest themselves—the few mentioned here can be added to materially. Big sellers are razors, razor strops, shaving soaps, safety razors, pocket knives, jack knives, fountain pens, wrist watches with plain or luminous dial, and there are sundry lines which will come in for consideration as this trade is developed.

Postal Regulations on Parcels to France and England

One of the chief services that the hardwareman can give to his customer is in suggesting lines of goods suitable for boxes for the soldiers, and here it must be remembered that there are certain postal restrictions.

For parcels to be sent by parcel post, the limit for France is 7 pounds; on parcels from one to three pounds the rate is 24 cents, and on parcels from three to seven pounds the rate is 32 cents. Parcels for England, on the other hand, have an 11-pound limit and a rate of 12 cents a pound.

It should be remembered, too, that parcels intended to arrive by Christmas should be sold and away within the next couple of weeks.

Above and before all, keep the trench goods department to the fore throughout the whole year, for the sake of the boys in the trenches, for the sake of the feeling of mutual interest engendered between the merchant and his customer, and for the sake of the good business that will result therefrom.

The Dupont Powder Company of Philadelphia has subscribed $50,000,000 of the second Liberty Loan in the United States.

EDITORIAL COMMENT

THE STEEL OUTLOOK

THAT the war is, beyond everything else, of primary importance is being emphatically evidenced by the various measures of the United States Government at the present time. There is, of course, some uncertainty still existing as to the prices which will rule for many lines of steel and iron products; but of greater interest to hardware men generally will be the question of where they stand in the matter of securing merchandise.

The scale on which our new Ally is going into the war is beyond the conception of the average man, both as to money to be expended and material to be employed. The iron and steel industries are practically under government control, for their orders will be filled on a priority basis, which, of course, means that the government of the United States and her Allies will secure all their needs before the hardware man secures a wire nail or a thumb latch.

The consensus of opinion of manufacturers generally is that the jobbers and retailers with heavy stocks are to be congratulated. In having their shelves and warehouses loaded with merchandise, they are extremely fortunate and, in buying as heavily as their money will permit, they are acting wisely.

Shipments to jobbers will undoubtedly become more erratic than they have ever been in the past, and orders, which since 1914, it has taken twelve months to fill, may not be shipped for two years or more from the time of their being placed. The situation is certainly one to cause a current of uneasiness and it would seem that those jobbers who are carrying big stocks and have arranged for more will be the winners during the next twelve months.

Another year of war will undoubtedly find jobbers throughout Canada and the United States with stocks reduced to a point where they would be glad to pay premiums if they could only secure goods. This practice would undoubtedly call for government intervention, however, if carried to extremes, as it would have the effect of pushing prices to a still higher level.

The United States Government in regulating the prices of basic products has taken a decidedly forward step towards stabilizing markets, and, although some further advances may be made from time to time, they will not be of such a substantial character as has been evidenced during the past three years of war.

MR. HANNA AND THE PACKAGE IDEA

EARLY this week the Food Controller dropped a bomb into the peaceful circles of the food-handling fraternity, by his pronouncement that package cereals were under the ban. In any sort of regulation, of course, someone is bound to suffer, and it isn't often that the sufferer accepts the part with any degree of enthusiasm, but there would seem to be some reason for complaint in this instance. There are certain breakfast foods that are only marketable under the package system, and such a high-handed decision, made without the slightest consideration of the manufacturers' side of the case, would seem to work a good deal of injustice. Elaborate machinery will have to be discarded. Enormous stocks of valuable cartons will be wasted and nothing, so far as can be seen, will be gained; for the person who prefers to buy goods in bulk has always been able to do so.

Certainly there is a provision in the new Order-in-Council, providing for a licensing of manufacturers where these restrictions would prove a hardship, but it would seem a more reasonable standpoint to consider the question first, rather than to provide loopholes of escape after it has become law. It is probable that this is only the first of a series of such restrictions, which may, in the end, reach beyond the food department into other branches of trade.

WHO ARE WAR PROFITEERS?

THE press of Canada generally is encouraging public feeling against what is termed "War-profiteering," which term is made to apply to the operations of practically all concerns engaged in the manufacture or handling of war supplies, when such operations show a profit. The personnel of the Union Government would indicate sufficient strength to investigate all these alleged illegitimate profits, but are those who are turning out war supplies the only ones whose business will come under investigation?

What of the jobber who follows the markets, what of the retailer whose prices advance as manufacturing costs climb, what of the farmer who gets the highest figure for all of his products, what of the striking laborers whose demands are becoming increasingly insistent? Do all of these come under the class of those who are profiting from conditions

brought about by the war or is it only the manufacturers, who assumed large risks in enlarging their plants to take care of munition orders—to increase their shipments of foodstuffs, etc., who should be censured when their investments have resulted beneficially?

HARDWARE AND METAL holds no brief for Sir Joseph Flavelle or any other prominent men whose operations will come under investigation, if it is proven their profits are illegitimate. However, it must be remembered that to these men, to their capacity for getting things done, is due in a large measure the success attendant in supplying our men at the front with what they have needed in foodstuffs and munitions. The organizations which are controlled by big business have played and are playing a mighty important part in the present crisis and there is a growing undercurrent of recognition of their valuable services. This is evident in the United States to a greater extent than in Canada.

In the United States to-day these big organizations are being called upon to save the situation. Combination of interests with increased efficiency of production and service is being recognized as necessary to bring about maximum results. The need of the hour is imperative and big business is called upon to fill the breach.

In Canada, where the need for organization has not been so apparent, or where, at least, it has not been fully recognized, big business is still made the target for public attack, and the men whose ability and energy has been responsible for the part the country has been able to play in supplying the Allies' needs are still looked upon by the majority as "profiteers." However, there are indications that intelligent opinion is quietly recognizing the actual conditions.

CO-OPERATION THE KEYNOTE

AT the recent meeting of the Wholesale Hardware Association in Montreal, manufacturers were invited to express their opinions in regard to trade conditions affecting those lines that are largely handled by the wholesale hardware trade.

The meeting was a large and representative one and the exchange of views was considered very valuable from the standpoint of both jobbers and manufacturers. The conditions of general hardware stock as at present constituted and the outlook for the future were matters of vital importance which were discussed.

The entry of the United States into the war has called for an immense tonnage of goods which is affecting a number of lines which the jobbers are handling and as the Canadian manufacturers had pledged themselves to do all they could for the Allied cause, it would undoubtedly be much easier to dispose of stocks on hand than to replenish them.

Indications pointed to the fact that jobbers generally were not heavily stocked. The matter of prices was referred to as showing that conditions generally pointed to present values holding steady for some time to come.

A spirit of co-operation pervaded the meeting and owing to the benefits derived from this mutual exchange of views, it was the consensus of opinion that it would be mutually advantageous to hold other meetings in the near future.

THE MARKET VALUE OF COURTESY

IF YOU were to ask any well informed person as to the reason why people change the store at which they have been accustomed to deal, the answer would probably be because of some failure to provide the quality of goods that the customer desired. That would seem to be the logical inference, but it is none the less incorrect. Some time ago a business agency propounded this question to 120 persons who were known to have changed from one store to another. Of this number, only one had changed because of dissatisfaction with the quality of the goods. Indifference of salespeople headed the list, and attempts at substitution came next. Here is the complete list of reasons given for changing together with the number of cases ascribed to each:

Indifference of salespeople	47
Attempts at substitution	24
Errors	18
Tricky methods	18
Slow deliveries	17
Over-insistence of salespeople	16
Insolence of salespeople	16
Unnecessary delays in service	13
Tactless business policies	11
Bad arrangement of store	9
Ignorance of salespeople concerning goods	6
Refusal to exchange purchases	4
Poor quality of goods	1

It appears from this that honest methods and courteous service are unquestionably the greatest elements in retaining the good-will of the customer, and the item of courteous service seems to stand at the very top of the list.

That is a thought worth considering, Mr. Hardware Man. Your business systems, your goods and your honesty, may be beyond criticism, yet the discourteous word of a clerk, the appearance of indifference to a customer, or the failure to give prompt and courteous attention, may offset all these and make them of no effect. That is a point for your earnest consideration.

RETAIL hardware merchants are buying freely but carefully. They realize that over-stocking is a dangerous game at any time, and particularly now, in view of recent market developments.

* * *

COLLECTING those old accounts has been in your mind for a long time. Do it now and invest the proceeds in war bonds. Here is an opportunity for you to make these old accounts render your country a real service, besides bringing you in mighty good interest. A patriotic duty then—collect all your old accounts and turn the money into war bonds.

Abundant Coal for Canada

Canadian Industries to be Well Supplied With U.S. Coal This Winter—Embargo Lifted—Profits Fixed at 50c Ton.

IT is not expected that Canadian industries and householders will be called upon this winter to suffer the hardships caused by the lack of coal during last winter. This statement is based on the recent announcement from the United States Fuel Administration to the effect that the embargo against coal shipments to Canada has been lifted. "This action was taken," it was announced, "because it is vital that Canada's war industries be kept going at full blast. Canada got approximately 19,000,000 tons of coal, anthracite and bituminous, from the United States last year. This year she will receive the same amount plus an increase pro rata upon the excess over last year's production."

The question of the price of coal is one which has also received considerable attention in Canada, resulting in the announcement from Fuel Controller C. A. Magrath that regulations will be issued which will fix the profits of dealers. It is expected that the regulations will fix the profit on the sale of coal by brokers, wholesalers, and retailers throughout Canada, and limit same to 50 cents a ton for retailers, with a still lower scale for brokers and wholesalers. It is also likely that provision will be made to restrict undue accumulation of coal in the hands of consumers.

It is stated that the fuel regulations are very comprehensive and provide for drastic action against any infractions of the provisions.

The coal production of the United States this year is said to be 10 per cent. higher than last year. This increased production, combined with Government control over its disposition, are the chief factors in making possible larger shipments to Canada, and with better transportation facilities available in this country, coal supplies should be well guaranteed all winter.

Following the difficulties of last winter in the matter of transporting the coal from the United States boundary to Canadian points, the railway companies made an investigation of the matter and have taken steps to relieve the situation this winter. Railway officials state it is impossible to secure new cars in any quantity, and that, therefore, the only solution is to secure wider use from cars available. In this connection it is known that much of the car shortage problem was brought about by the delay in unloading coal cars. An increase in the demurrage charges has been suggested as the solution of this difficulty. It is realized that much of the delay in putting cars back into service is unnecessary, and is the direct result of inefficient handling on the part of local coal dealers responsible for the unloading of cars.

In the United States it has been found that large supplies of anthracite have been used where bituminous or coke would have served the purpose equally well. Government control will effect the more efficient use of supplies available, and in both the United States and Canada will result to the advantage of all parties concerned.

Coal shipments to Canada will be controlled by the United States Fuel Administration, and will be made through special permits to shippers, who will be allowed to forward cargoes up to the amounts prescribed by the administration without obtaining special export licenses. Permits will be granted only to shippers who sent coal to Canada last year. The plan is to hold Canada the rest of this year to supplies not exceeding 10 per cent. more coal than was received last year. This arrangement is based on the 10 per cent. increase in production in the United States this year and permits Canada to share equally with the States.

So much is being said about the shortage of bituminous coal that the recent statement of the United States Geological Survey, regarding the production this year as compared with last, is particularly timely. On September 1 the soft coal production of the United States was a month ahead of last year in output, and it is expected that the year will be finished with an increase of 10 per cent. over 1916.

The tremendous increase in manufacturing and transportation activity this year has created a demand for soft coal in excess of any in the past, and an increase that is more than the 10 per cent. by which production has been increased. To meet this demand the U. S. mines have been producing soft coal at a rate never before equalled. In the second week of July, 1917, the average daily production was more than 1,900,000 tons, the highest point yet attained. In the first eight months of 1917 the output of soft coal was 363,500,000 tons, or 37,000,000 tons more than in the first eight months of 1916. In the same period shipments of anthracite increased 16 per cent. over those of 1916.

"Victory Convention"

Twelfth Annual Convocation of the Members of the Staff of the Martin-Senour Company, Montreal, Held This Week.

COMMENCING Monday, 22nd inst., in the Place Viger Hotel, Montreal, the 12th Annual General Sales Convention of the Martin-Senour Co., designated the "Victory Convention," was held this week with great success. Proceedings began with an opening address by Mr. A. T. Black, general manager, and introduction of new members of the staff. Territorial reports and their discussion formed the afternoon proceedings on Monday, and on Tuesday a demonstration was held at the plant under the direction of R. S. Daly and W. J. Smith. A discussion on service was held on Tuesday afternoon, a theatre party in the evening of Tuesday, and on Wednesday, at the Place Viger Hotel, discussions were held on business matters, marine business being specially spoken of by T. L. Sheppard and R. Bernier, public institutions by J. H. Conover, and dealer-agent business by E. J. Cookson and G. Tasse, followed by a general discussion. Further constructive matter on making dealer agencies more exclusively complete was led by H. M. Borland and J. E. Naud. On Wednesday afternoon, "Opportunity" formed the subject of discussion, led by C. F. Kendall, and "Cultivation of Good Relations With Dealer Agents" was dealt with by C. D. Cookson, J. Brault, and W. L. Magee. The president at the Monday p.m. session was C. F. Kendall; J. H. Conover had charge of the factory session on Tuesday morning, and T. Houghton in the afternoon. W. P. Walsh presided over the Wednesday discussion, and on that day, after closing remarks at the end of the afternoon session by A. T. Black, the convention adjourned, to reassemble at the annual family dinner held in the Canada Club, at which the Z. E. Martin trophy was awarded. Mr. T. L. Sheppard, Maritime Division, was the winner of the trophy. The session on Thursday was for individual business discussion.

ADULTERATED GLYCERINE

In consequence of some complaints received by the Department of Inland Revenue in regard to the adulteration of glycerine, the Department Laboratory recently made some investigations. Of 230 samples tested, there were 194 judged as genuine, 6 as doubtful, and 30 adulterated. Genuine samples were judged as containing less than five per cent. of water, and doubtful samples were those containing between 90 and 95 per cent. of glycerol. It was declared by the Chief Analyst to be most improbable that anything like ten per cent. of water could be introduced into the article, and in such cases the samples were declared to be adulterated.

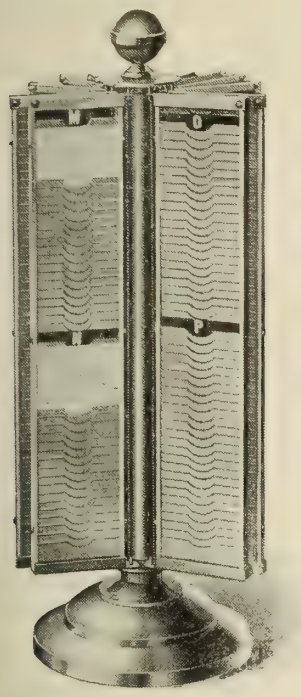
Montreal.—Hamilton Brass Works has dissolved.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KOHLER VISIBLE CARD INDEX

A new card index equipment is being manufactured for the trade by the Kohler Die and Specialty Co., DeKalb, Ill. This index is of the revolving type each leaf being hinged to swing. The size of each leaf is 4 inches in width by 22 inches in height. The stand as shown



Kohler Visible Card Index.

is arranged to accommodate 16 leaves, each containing 100 pockets, 50 to a side, giving a total capacity of 1,600 pockets.

The cards, 1½x3¾ inches in size, may be used on both sides, and in case one card is not sufficient for the purpose, additional cards may be used and filed with the original, as the divisions between the pockets, which are made of sheet metal, are hinged to the frame at the bottom in such a manner that the cards, one or more in number, are held securely, yet any one or all may be removed instantly without disturbing the others.

The set of leaves are hinged to a revolving plate resting on ball bearings, which revolves about the standard, permitting any desired section to be brought to the front.

It is claimed that the uses to which this index may be put are almost without number. In the collection department in banks, as a daily reminder, for a record of purchase orders and deliveries, salesmen's routes, record of customers as well as prospects—in fact, the manufacturers claim there is hardly a department in any large mercantile institution that cannot make use of an index of this character in some form.

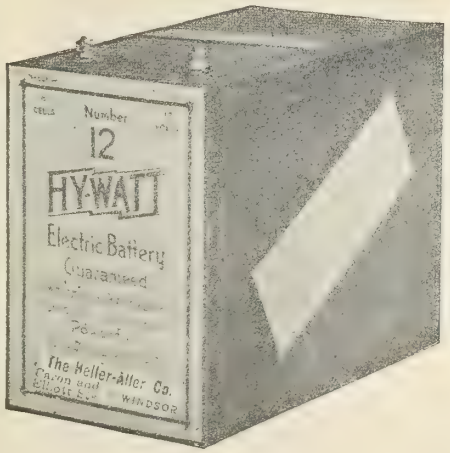
The manufacturers are prepared to figure on special requirements which demand an index of particular construction.

"ORO" AUTO BUMPER

The Au-To Compressor Company of Wilmington, Ohio, manufacturers of the Au-To air compressor and the Oro line of automobile accessories, have placed on the market a new bumper for the Dodge car. The attachment is claimed to necessitate but ten minutes' work. The bolt fastening the splash pan to the frame of the car is removed and the bumper bracket placed on top, the bolt is inserted and the nut tightened. This operation is very simple, and is claimed to add an elegant finish to the car. The brackets are finished in baked rubber finish enamel and the bars are nickel-plated after being treated with an anti-rust solution. The bumpers are furnished in various shapes, channel, diamond and round, and immediate deliveries can be made by this company.

HY-WATT ELECTRIC BATTERY

The Heller-Aller Company, Windsor, Ont., is marketing the Hy-Watt Electric Battery, which is claimed to be popular with Ford owners. The battery insures bright automobile lights at



Hy-Watt Battery.

all times, no matter what speed, and is claimed to provide a dependable system that can also be used for starting or continuous ignition. The Hy-Watt is a new type of battery claimed to be small, convenient, light in weight, long lived, waterproof, non-freezable, and to give twice the electrical energy of any other battery of similar size. There are only two points of connection on the battery and it is claimed that the battery works down to the last particle of material.

KESTER CRYSTAL-CORE WIRE SOLDER

Kester Crystal-Core Wire Solder has recently been introduced by The Chicago Solder Company, 218 North Union Ave., Chicago, Ill. The solder comes in the form of a hollow wire which is filled with an acid flux that flows as the solder

Kester Crystal-Core Wire Solder.

is used. It is therefore claimed to be "ready to use." The tube is a series of separate cells, the separation preventing any excess flux from flowing out. The solder is made from Straits tin and St. Joe lead, both claimed to be absolutely pure metals. The solder can be used with or without a soldering iron, and is claimed to be especially suited for work on motor cars. It may be used on battery terminals, gasoline tank and pipe joints, electric light connections, speedometer flexible shafts, spark plug terminals, cracked fenders, radiator leaks, wire connections, and in general garage repairs.

E & S. GARAGE JACK

Ellis-Smith Mfg. Co., Inc., Buffalo, N.Y., are introducing a new garage jack known as the E. & S. Junior Jack, which is claimed to be the biggest time and trouble saver a garage can have. The Jack is said to be perfectly adapted for moving cars anywhere about the garage no matter how cramped the space, and thus eliminates the necessity for a turn table. With a 5½ foot handle, the Jack is claimed to be able to lift the heaviest car with little effort. The Junior Jack is on the principle of the

(Continued on page 39.)

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto.—J. D. Naylor, hardware, has been succeeded by W. E. Platt.

Alida, Sask.—Johnson & Hunter, hardware, have sold to A. Renauld.

Fort William.—Gerry Bros., hardware, have been succeeded by Ira N. Gerry.

Birnie, Man.—V. M. Wilson, hardware, has been succeeded by E. Wilson.

Wallaceburg, Ont.—Bert Husband has sold out his interest in Shaw & Husband hardware to the other members of the firm. Five years ago the two firms of Shaw and Husband were amalgamated.

TRADE NOTES

Viscount, Sask.—Since October 9 all stores close at 6.30 p.m.

Cupar, Sask.—F. C. Hesketh — Company, hardware, are to be incorporated.

Pense, Sask.—McGillivray's hardware was burglarized of $80 in cash and some tools recently.

Wetaskiwin, Alta. — Baron & Company have leased premises to be stocked with complete new line of shelf and heavy hardware and furniture.

Brandon, Man.—Some local retail merchants have agreed to sell only for cash on and after December 1. All tradesmen are expected to line up with the movement before that date.

Preston, Ont.—"The Progress" recently carried the following: "Bernhardt's hardware store has a display of ammunition and guns in their window which appeals to every sport and hunter. A mounted wolf draws special attention to the well dressed window. Deer season opens up on Nov. 1."

OBITUARY

Montreal.—P. H. Holland, President Winn & Holland, commission metal merchants, is dead.

Mrs. Henry R. Towne, wife of the chairman of the board of the Yale & Towne Manufacturing Company of Stamford, died last week in her home at Stamford, Conn.

Besides her husband, Mrs. Towne leaves one son, John H. Towne, secretary of the Yale & Towne Manufacturing Company office in New York.

Toronto.—John Morrison, vice-president and general manager of the Standard Silver Company, is dead.

Liverpool, England. — Sir Edward Evans, brother of Alfred B. Evans, vice-president of the National Drug and Chemical Company of Canada, is dead. Sir Edward was a well known merchant of Liverpool as head of the firm of Evans; Sons, Lescher and Webb, Ltd. and was well known throughout the business life of Canada.

W. C. ALLEN GOING TO FRANCE

President of Yale & Towne Mfg. Co. Called Into U.S. Government Service

Mr. Walter C. Allen, president of the Yale & Towne Mfg. Co., has responded to the call of the United States Government for service in France. Mr. Allen expects to be commissioned as a Major in the Signal Corps, and to leave soon for France, to take up the duties assigned to him.

WALTER C. ALLEN
President of The Yale & Towne Mfg. Co.

"The executive management of the company's business will continue, as heretofore, in the hands of the Administrative Committee. During Mr. Allen's absence, the General Manager, E. C. Waldvogel, will serve as an acting member of the committee.

"The vice-presidents of the company are Schuyler Merritt and Joseph A. Horne.

PERSONAL

C. L. Jobb, general manager of Canadian Iron Corporation, was a recent visitor to Fort William, Ont.

W. A. Moody of Vancouver, B.C., representing Wood, Vallance and Leggatt, wholesale hardware merchants, was a recent visitor to Cranbrook, B.C. on business.

E. D. Reed, merchandising specialist of Hamilton, Ont., has been engaged by the F. F. Dalley Company as sales manager, to handle the new Stopglare automobile headlight lens.

C. W. Johnson, who was elected vice-president of the American Institute of Metals at its recent meeting at Boston, is general superintendent of the East Pittsburgh works of the Westinghouse Electric & Mfg. Co.

W. A. Bostwick has been elected president of the International Nickel Co., to succeed Ambrose Monell, who resigned to enter the Government service. R. C. Stanley was elected a member of the board of directors to fill the vacancy created by Mr. Monell's resignation.

Harry Bayne, of Hamilton, Ont., has been appointed by the Department of Trade and Commerce as supervisor of metals and fibres. His business is to ensure to Canadian industries a sufficient supply of these raw materials at a reasonable price. Mr. Bayne has a thorough knowledge of this work, having for many years been connected with the Westinghouse Company and the National Car Co., Hamilton.

INDUSTRIAL NOTES

Toronto.—Queen City Foundry has been succeeded by Bond Engineering Works.

Walkerville, Ont. — The Dominion Stamping Co. will build a forge shop to cost $16,000.

Vancouver.—The Ayres Varnish and Paint Co. will erect a new paint factory here at a cost of $2,000.

Toronto.—Empire Brush Co. has sold out to United Brush Co. of Hamilton, who will continue a branch.

Sydney, N.S.—A permit has been granted to the Sydney Foundry and Machine Co. to erect an addition to their foundry.

Weyburn, Sask.—The Potash Development Co. will investigate potash deposits in this district and if successful will instal a manufacturing plant.

Owen Sound.—Judgment for $8,061.72 for breach of contract has been awarded the Owen Sound Wire Fence Co., in their action against United States Steel Products Co.

Fort William.—Copp Stove Company will soon be able to continue shell contracts interrupted by fire some months ago. Repairs to the plant have been made and some new machinery has been installed.

NEW CANADIAN ENTERPRISE

The Dominion Battery Co., Ltd., 736 Dundas St. E., Toronto, is a new Canadian company in which Canadian capital has been invested for carrying on the manufacture of dry batteries, flash lights, etc.

The equipment, which, it is claimed, is complete, includes a magnetic separator for removing impurities from the manganese, thus tending to improve the quality of the product.

Those whose names are mentioned in connection with the company are C. W. Moody of Hamilton, Ont., and Jas. Dickson of the Dominion Power and Transmission Co. W. M. Turnley has been appointed manager with E. G. Fuller, factory superintendent. These two gentlemen, we understand, have had a wide experience in the manufacture of flashlights and batteries. The company has already arranged for representatives throughout Canada.

CORRECTION

Through a mistake in a mercantile report, an item was erroneously published in the October 13th issue of HARDWARE AND METAL to the effect that W. L. Haldimand & Son, hardware commission merchants of Montreal, had dissolved.

Mr. R. McK. Haldimand, senior member of the firm, died in August last, but the business is still being conducted under the old name of W. L. Haldimand & Son.

HARDWARE AND METAL regrets that this item should have been published, but the statement contained in the mercantile report most certainly appeared authoritative, and as such found its way into our columns. It is with pleasure HARDWARE AND METAL notes that the firm of W. L. Haldimand & Son still continues in business.

NEW CUSTOMS REGULATIONS

Iron ore, coke, pig iron and steel bars, shapes and plates purchased by the importer before September 25th, 1917, and exported to Canada on or after that date, may, upon presentation to the Collector of Customs of the required documentary proof of purchase, as above, be appraised at the following values:

Commodity	Basis	Price
Iron ore	Lower Lake ports, per gross ton.	$ 5.05
Coke	Connellsville, per net ton.....	6.00
Pig iron	Connellsville, per gross ton.....	33.00
Steel bars	Pittsburg, Chicago, per cwt...	2.90
Steel shapes	Pittsburg, Chicago, per cwt.	3.00
Steel plates	Pittsburg, Chicago, per cwt..	3.25

Such commodities purchased on and after September 25th, shall be dutiable at not less than the invoice value to the purchaser in Canada.

CELEBRATES 79th BIRTHDAY

"Many Happy Returns" have been showered on Mr. George Henry Millen, who celebrated his 79th birthday on Tuesday of this week. Mr. Millen has been associated with the E. B. Eddy Co., Ltd., manufacturers of wooden ware and matches at Hull, Que., for over 50 years and is now president and manager.

Mr. Millen was born in Glen's Falls, N.Y., coming to Hull at the age of 28 to repair and take charge of a saw mill which Mr. Eddy had rented. He was later made Superintendent and upon the incorporation of the company in 1886, was made a Director and Joint Manager.

From a small saw mill, Mr. Millen has seen the plant grow to its present magnitude, with 25 branches and 2,500 employees.

ST. JOHN, N.B., NEWS

Senator W. H. Thorne, president of W. H. Thorne & Co., Ltd., St. John, has accepted the appointment as chairman of the New Brunswick committee in charge of the Victory Loan campaign.

SENATOR W. H. THORNE.

Eugene Clarke, employed with T. McAvity & Sons, Ltd., St. John, before enlisting, has been reported seriously wounded in France.

J. M. Logan, of Hampton, N.B., has opened up at 18 Haymarket Square, St. John, and will make a specialty of stoves.

Francis Costley of the staff of The James Robertson Co., Ltd., who has enlisted in the 9th Siege Battery, was presented with a wrist watch by the manager, John Keefe, on behalf of the office and warehouse staff, before leaving.

WINNIPEG DEALERS AND CLERKS DINE

Hardware dealers and clerks held a dinner at the St. Charles Hotel, Winnipeg, on Monday, October 15, at which an address was given by A. L. Struthers, of the Struthers Business Institute.

The dinner was held under the auspices of the Retail Merchants' Association, hardware section, and C. C. Falconer, a prominent member of that organization, was in the chair. He explained that this was the first meeting, and it was hoped that many others would be held. The object was to get clerks and their employers together to talk over matters relating to the business.

Mr. Struthers delivered an address, which kept his audience interested to a late hour. He had not come to tell them of new stunts and ways of doing things, but to give them what he called "high brow stuff" relating to service.

Practically the whole of his address was based upon the achievements of a merchant in Western Canada, who had made a success of his business by studying first himself, second his customers, third his goods, and fourth the relation between himself and his customer regarding his goods. This man got down to fundamentals, and in these four respects made himself a better merchant.

After the address, Mr. Struthers gave instructions on how to approach the customer. Having shown his audience that each person required handling in a particular way, he proceeded to demonstrate how he would size up each man in the room. Naturally everybody was interested in these character studies. They went away better hardware clerks and better dealers for having heard Mr. Struthers.

Mr. George Ashdown, manager of the retail store of the J. H. Ashdown Hardware Co., and C. W. Byers, Western representative of HARDWARE AND METAL, also spoke during the evening.

STEEL CO. OF CANADA, LTD., FIVE-PIN TOURNAMENT

The Steel Co. of Canada's office staff recently held a very successful five-pin tournament at Saunders' Bowling Academy. Alex. McPherson with a fifty-pin handicap proved the winner, with G. Ross and T. Hodgson second and third respectively. H. Pennal's hook ball refused to hook, with disastrous results. Following are the scores:

	Name.	Handicap.	Total.
1st.	A. McPherson ..	50	559
2nd.	G. Ross	60	552
3rd.	T. Hodgson	30	528
4th.	J. Glenny	Scratch	521
5th.	H. Pennal	200	495
6th.	W. Hodgson	Scratch	419
7th.	Geo. Brown	175	401
8th.	Chas. Knott	50	375
9th.	O. E. Henry	125	374

HARDWARE LETTER BOX

PREMIER OAK STOVE

F. C. Bishop, Norwich, Ont.—Kindly advise the name of the firm making the Premier Oak Stove.

Can any of our readers supply this information?—Editor.

REPAIRS FOR KIR BEN HOT AIR FURNACE

H. Stainton, Ltd., Toronto.—Could you advise us where we can get repairs for the Kir Ben Hot Air Furnace?

McIntyre & Taylor, Ltd., 501 Queen St. W., Toronto.—Editor.

THE CLERKS' DEPARTMENT

THE RAPID RISE OF "HURRY-UP" HURLEY

Chairman of United States Shipping Board Who Rose from Railroad Engineer to Millionaire Manufacturer in Fifteen Years.

"Hurry-Up" Hurley is the name which Edward Nash Hurley has made for himself in Washington. The Chairman of the United States Shipping Board has had a remarkable career. To-day a millionaire manufacturer and in charge of the American shipbuilding program, he was a locomotive engineer fifteen years ago. Three years ago he was summoned from Illinois by President Wilson to sit on the Federal Trade Commission when that body was organized in 1915 and since then he has done much to put the Stars and Stripes into ports where it has not fluttered since the United States merchant marine started to dwindle years ago. The following sketch is from The World's Work:

Twenty-nine years ago, the man who is now chairman of the Federal Shipping Board—considered one of the most important, if not the most important branch of the Government to-day—was wearing blue overalls and a greasy shirt with collar attached, minus a necktie. That was on the cab of a locomotive switch engine in Chicago. Mr. Hurley got $35 a month for his work there. He says that $35 was big money to him in those days. Just fifteen years later Hurley was a millionaire and had retired at the age of thirty-nine years.

Mr. Hurley came from Galesburg, Ill. He was born there July 31, 1864. Inheriting the rugged body of his father, who was a general utility man in the Burlington railroad shops, Hurley was attracted to work on a farm during vacation periods of the Galesburg public school he attended. Besides his wonderful health and vigor which have stood him so well since, Hurley got $8 per month for this farm work.

When fourteen years old Hurley believed he had sufficient education and sufficient play; so he entered the Burlington yards at Galesburg. Robert W. Colville, master mechanic at the C.B. & Q. yards, gave Hurley his first real job. He spent two years at the job and decided he could do better elsewhere. Having worked some extra time, he got $36 for his last month's work. He gave his mother $30, kissed her good-bye, and with six one-dollar bills rustling in his jeans, started toward Chicago to become a millionaire. He did not have to pay his railroad fare to Chicago, so a thirty-cent breakfast he had in Aurora the next morning left him with $5.70 when he got a place on a switch engine. Twenty-six months later, at nineteen, he was one of the youngest engineers on the whole Burlington road, in charge of an engine on a suburban run between Chicago and Aurora. Mr. Hurley says the training he received in cleanliness and orderliness while helping his mother about the kitchen in his kid days was one of the big elements in getting him this promotion.

The nearest Hurley, the engineer, ever came to an accident was one dismal, foggy morning as he was taking his passenger train into a long switch on Western Avenue. As Hurley drove his engine in sight of the siding he saw that a freight had just cleared it and was running up on the switch. As Hurley's train crossed in, he suddenly was shocked into momentary numbness to see that the freight train was pulling on to the main line over a switch that connected with the siding about half way down. Let Hurley tell the rest.

"It's a fine thing to talk about dying at the post," Mr. Hurley said as he smiled reminiscently. "I believe it's a lot better, however, for a man to do his whole duty and get away with a whole skin. In this instance, I did the former but failed of the latter.

"I quickly realized there was only one thing on earth to do—shut off steam, throw in the sand, and set the brakes. I did this, told the fireman to jump, and wasn't much behind him when he landed.

"I struck feet first, pitched forward on my hands, and plowed up several feet of the hardest cinders I have ever come in contact with. Those cinders ripped considerable cuticle from my hands and filled my eyes. I raised my hands to wipe the dirt from my face and left great smears of blood from forehead to chin. When passengers and the rest of the train crew ran up they saw me covered with blood and lauded me for sticking to my post and saving the passengers! It was some years before I ever told any one I had jumped."

Railroading on the Burlington

Mr. Hurley put in nearly four years and a half on the Burlington. When he "went out" with the Brotherhood in the historic strike of '88, he left the Burlington for all time. After the strike he became secretary to P. M. Arthur, of the Brotherhood, with offices in the Grand Pacific Hotel. From that position he went back to railroading, as passenger engineer on the Santa Fe. He put in three days when a committee from the Brotherhood told him it was not altogether right that he should go back to so strenuous a job so soon after leaving a desk job. Hurley said he was so glad to quit he never even asked the Santa Fe for the three days' pay. The Santa Fe still owes him the money.

It was at this point in his career that Mr. Hurley ventured into politics. His venture was short-lived. He says he has since this brief venture confined his politics to casting votes at elections. He made a dismal failure as an embryo politician and admits it with a smile. The story of his one failure is brief.

Mr. Hurley was interested in a certain candidate in an approaching election. Voluntarily he set out collecting campaign contributions. He collected $50, all from then Collector of Customs Stone. He turned it into headquarters, but it wasn't used, so it was returned to Mr. Hurley after the election—much to his surprise. There was a surprise due to Stone also when Mr. Hurley took the $50 back to him. Stone was so surprised at this unusual procedure that he gave Hurley a position as deputy collector of customs, which he held from December 1, 1888, to January 1, 1890. He resigned to become chief engineer of the Cook County Insane Asylum, a post he had expected to get because of his political work. However, he did not keep the place long. He grew weary quickly of the politics he was supposed to play, and resigned to "go to work."

His next work was as representative in the West for a firm that made metallic packing for valves and pistons. The salary was $100 per month. It was in this position that he "found himself."

Inventions in Pneumatics.

He had long been interested in the application of the pneumatic principle to tools. Spending his spare time tinkering, he one day perfected a pneumatic bell-ringer. After that came a pneumatic sander for tracks, and a pneumatic hammer. For them Mr. Hurley got only $25 a month increase in his salary. Other inventions which he turned over to the firm in the course of time got him an increase to $300 per month.

Then Mr. Hurley invented a pneumatic blow-off cock for throwing dirt and sediment out of locomotive boilers. He asked his firm to hear a proposition. The proposition was that he would turn the invention over to the firm, which would make a profit of $5 on every one sold, and Mr. Hurley would receive a royalty of $1 on every one sold.

"The firm couldn't see the proposition in any light," said Mr. Hurley grimly. "They insisted that I had perfected the thing while employed by them and that it was theirs, not mine. They even refused to raise my salary; that was also completely out of the question.

"Now, mind you, I had done more than the average employee. I had crawled under engines and had worked all hours of the day and night. When I went out to sell packing and it was slow making a customer see the advantage of my goods. I hammered packings into place to put my arguments across—and they usually went across when I did that. There were not fifteen locomotives west of Cleveland that used our packing when I started in with that firm. At the time I made them my proposition in 1897, after five years of service, there were not fifteen engines that did not have the packing.

"It was the turning down of that pro-

position that started me out in business for myself."

Mr. Hurley's business start was "ragged" as he puts it. There were himself and two expert machinists. They began in a barn. Three months later the first pneumatic boring machine was put on the market, and Hurley was made.

April 1, 1898, Mr. Hurley opened the office of the Standard Pneumatic Tube Company of Chicago with a capital of $50,000. He had mortgaged nearly everything he had to start. The first year the company made $7,500, which was what a 15 per cent. dividend amounted to.

Making a Million.

A year later the Standard company's profits were $33,000. In 1900 they totalled $90,000. Three years after the company was organized the profits reached nearly $150,000, and in February, 1902, it sold out to its only competitor at a price that made thirty-eight-year-old Edward Nash Hurley a millionaire.

The sale of the property was attended by an unusual incident. Mr. Hurley took his tools to London to show them off. They "acted well," but the Englishmen were not quite satisfied. Therefore, Mr. Hurley took out a set of the English tools and put them through the same paces he had just put his own through. The sale was clinched. The papers were drawn up and signed. By the sale contract, Mr. Hurley got, besides a cash payment of $30,000 which he cabled to his wife instead of trusting it any other way, a large block of stock in the English concern. Long afterward, he discovered an error in the drawing up of the papers which, technically, made the contract absolutely worthless. But to the credit of the Englishmen, they set the matter straight.

Mr. Hurley to-day is as young as he was twenty years ago. He is blunt and forceful. He is teeming with energy and, while driving himself, also drives every one who comes in contact with him, but withal he is tolerant of other viewpoints than his own. He is heavy set, and still shows signs, both in dress and appearance otherwise, of the wholesome, out-of-doors life and work he did when engineering. His hands are thick and his fingers stubby. When he signs his name to shipping contracts his pen frequently tears the paper. He can't use a fountain pen. They are too frail for those burly hands. The pen points he does use wear out quickly. One pen lasts him little more than a week. His forcefulness is too much for them.

Mr. Hurley's knowledge of shipping is small—or rather it was small when he started. He learns quickly—and thoroughly. He tells the following on himself:

"No, I have not had much experience with things that float. My only experience in that line until I took the chairmanship of the Federal Shipping Board was with a tub on Cedar Fork Creek. Cedar Fork Creek runs through Galesburg and under the streets for several blocks, making it a wonderful subterranean river for youngsters to explore in spare moments. I have sailed many an ordinary wash tub through that tunnel with the other boys of the town."

Western Prosperity Boosts Trade

President A. E. Gilverson of Rice Lewis & Sons, Ltd., Describes Western Conditions—Auto Accessories Big Factor in Hardware Trade—Jobbers Soon to Control Accessory Field.

PRESIDENT A. E. Gilverson of Rice Lewis & Sons, Ltd., Toronto, Ont., has recently returned from a trip through Western Canada to the Pacific Coast and brings back with him glowing reports of general conditions throughout the vast grain country and the coastal districts.

Mr. Gilverson's trip was primarily designed as a pleasure trip though he interested himself to some extent in the agricultural phases of the situation and also in the shipbuilding industry at the coast, both in the United States and in Canada. With very few exceptions he paid little attention to the hardware interests and is therefore unable to go into any details of the trade throughout the West, though he is of the opinion that the generally prosperous conditions brought about by the bountiful grain crop and high prices will be reflected in general business and trade conditions.

Mr. Gilverson describes the general spirit of the West in the statement that the "people are taking heart." He points out that whereas the farmers, particularly of the prairie provinces, have of late years been rather pessimistic over the general outlook, they are now encouraged by the measure of prosperity which is theirs and greater things may be expected in the future. Mr. Gilverson states that in his opinion the buying power of the western farmer is to-day nearly double what it was a year ago. Much of the vast tracts of land sold during the Western land boom still remain dormant, and Mr. Gilverson states that throughout the country, even to the coast, large subdivisions may be seen with paved streets and automobile driveways while not a house can be seen in sight. This state of affairs naturally increases tremendously improvement taxes, and strains municipal finances, but Mr. Gilverson states that the western farmer is paying off his mortgages with the money coming to him and then generally invests in an automobile.

The automobile fever has spread so much through the western provinces, that the visitor from the east is surprised with the conditions. Mr. Gilverson visited several small towns on the prairie and states that former blacksmith shops are now garages and that practically every farmer has his little "tin box" garage. While he did not investigate the situation closely Mr. Gilverson states that the boom times being experienced by the automobile industry in the West are bound to be reflected in the hardware trade in connection with the sale of automobile accessories. In addition, he is of the opinion that the wider adaptation of the automobile into the life of the West will do much to improve commercial conditions in years to come.

Mr. Gilverson is of the opinion that it will not be long until the hardware jobbers of the country control the accessory business as is the case in the United States. In Canada there is considerable opposition to this by the specialty firms and garages, but it is expected that this opposition will be overcome and the automobile accessory trade will be absorbed into the hardware business as a logical step.

The building of large numbers of steel and wooden ships on the Pacific Coast in the United States and Canada was also reported by Mr. Gilverson. He states that the great problem being faced is a shortage of labor, and that the situation is rendered more acute by the application of conscription in both countries.

Mr. Gilverson describes the West as a "great country," full of unbounded possibilities, and he expects that it will not be long until the general prosperity indicated in his words to the effect that the western farmer "has money to burn," will be reflected through business, and have an important effect upon the hardware trade.

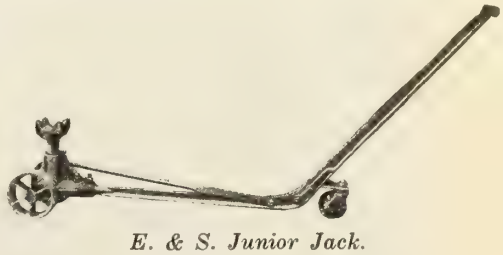
U.S. EXPORTS DYES

The American dye industry has not only grown big enough to supply practically all domestic needs, but is now exporting important quantities to other nations. In a recent month nearly $500,000 worth of aniline dyes was shipped abroad. This is the first time that any separate statistics for aniline export have been issued by the United States Department of Commerce, and is the result of the recent striking growth of the trade.

NEW HARDWARE GOODS

(Continued from page 35.)

larger type of Jacks manufactured by this company but is simpler in construction. The post adjustment is made by hand, and allows of an elevation of 15 inches. The diameter of the wheels is



E. & S. Junior Jack.

6½ inches, the jack weighs 60 lbs. and is claimed to be made of the best iron and steel obtainable. It is claimed that the Jack is a big advantage in both public and private garages.

What Hardwaremen are Doing

Notes of Hardware Advertising Appearing Throughout Canada — Some Cases of Glaring Unseasonableness Unearthed—Stoves, Sporting Goods, Shaving Utensils and Accessories Featured.

"Get Your Stoves Ready for a Winter's Work," says an advertisement by the ERICKSON HARDWARE CO., LTD., BIGGAR, SASK., continuing as follows: "It is better to have a heater that is too large than one that is too small. The larger the heater the more distribution of the heat you will get from fuel used and the less fuel you will require because a large body of fuel burns more slowly and burns up cleaner than a small body of fuel. In a stove too small you have to force the fire too much, and this takes more fuel and also tends to burn out grates and fire pot. Let us help you find the right heater for your home. We have hard coal, soft coal, and wood heaters in stock, a thoroughly good line at moderate prices."

A sale of shaving utensils was recently advertised by the ASHDOWN HARDWARE, WINNIPEG, MAN. "You Men—who want real shaving comfort," says the advertisement, continuing, "Just bring your shaving trouble to us—we can prescribe the proper treatment, the proper razor, the proper brush, and, if necessary, the proper hone and brush. Such a big assortment to choose from makes your shopping easy." Hollow ground razors in all width of blade with round or square points were quoted from $1.50 to $3.00; safety razors of several makes were advertised, and shaving brushes, strops, hones, blades, soaps, creams, powders were quoted.

In a panel in the same advertisement appeared the following list of articles under the heading "Things Unusual for a Hardware Store, but They're Here." These included fountain pens, white enamel beds, springs and mattresses, watches, alarm clocks, trunks and bags, graf-onolas, records and cameras.

"Everything you require for the hunting season may be obtained of us, from fish hooks to ammunition, shot guns and rifles," says an advertisement by W. J. MUIRHEAD, HARDWARE, CARLETON PLACE, ONT., under the heading of "Sporting Goods."

"Any Chills in your Home?" is the query asked by a recent stove advertisement by RICHMOND HILL HARDWARE CO., RICHMOND HILL, ONT. "You can make that living room, bed room, dining room, or bath room warm and comfortable during the chilly fall weather by using a ——— oil heater. They are easy to operate, no smoke, no smell, can be carried from one room to another as desired."

"Buy a ——— stove," says an advertisement by J. R. MYERS & SONS, LTD.. STRATFORD, ONT., continuing as follows: "The ——— stove is an exceptionally popular and efficient heater. Its beauty, smooth, clean-cut castings with finest nickel trimmings, combined with its great radiating power, its weight and lasting qualities, secures for it the recommendation and good-will of every careful buyer."

WHYTE & ORR, HARDWARE, DAYSLAND, ALTA., recently featured the sale of automobile headlight lenses. "If you have an Automobile," says an advertisement, "don't forget that plain glass in your headlights is against the law. A glass that prevents the blinding glare of the light is now required. We can outfit you with the proper glasses for your lights on short notice. The cost is only $2.25 so don't run any chances of getting into trouble but call on us and get your lamps fixed up at once."

Gasoline lamps were also featured as "the nights are getting longer."

Under the heading "Helps for Your Home and the Farm," an advertisement by H. E. MOORE HARDWARE, OAKVILLE, ONT., says "There are lots of little inexpensive things that earn many times their cost by preventing backaches and tired muscles. Do not make your task more irksome than it need be. Come to us for suggestions." Chair seats, ice chisels, harvest gloves, mops, mop holders, electric irons, dust pans, step ladders, potato drags and scrub brushes were featured.

Sporting Goods were recently featured in advertising by INGRAM & DAVEY, LTD., ST. THOMAS, ONT. Under the heading "St. Thomas' Great Sporting Goods Store," the advertisement says "It is Time To Go Hunting. Our Stock of Hunting Goods is complete in every detail. You will find in our Sporting Goods department all the leading makes of shotguns and rifles in all the popular gauges and calibres." Canvas and leather cases, cravenette, canvas shooting coats, hunting knives, ammunition, etc., were featured.

UNSEASONABLE ADVERTISING

The importance of using only seasonable advertising has received much emphasis in connection with the reports on "What Hardwaremen Are Doing" in HARDWARE AND METAL recently, and the attention of merchants has been drawn to particular cases where this big factor in good advertising is evident. We will herewith draw the attention of hardware dealers to three cases of gross unseasonableness in advertising which recently appeared and which renders the value of the ads. practically nil.

One hardware merchant of Manitoba advertises automobile oil under the bold heading "For the Hot Weather" in a local newspaper published on October 11. The border of the ad. conveys the impression of icicles and cold weather, but it continues "it just suits the cars in hot weather."

Another merchant in an Ontario town recently advertised "We can supply your Spring Wants at Reasonable Prices" on October 3, and proceeded to quote prices on screen doors, screen windows, lawn mowers, garden tools, etc.

The third case was that of a hardware merchant also located in an Ontario town of good size. Under date of October 11, the advertisement announces a sale of "Garden Tools" and proceeds as follows: "Good tools are as necessary in successful gardening as good soil and seeds. In our store you will find a full line of the best garden tools on the market."

The lines featured in these three cases are distinctively Spring and Summer goods and have no place in advertisements appearing in the month of October. Their effectiveness is lost by unseasonableness and should not be occupying newspaper space when the hardware merchant has many Fall and Winter lines on his shelves waiting to be moved.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

AGAIN the trend of the market in hardware commodities has been upward. Price changes have been quite numerous and advances on such articles as hob and Hungarian nails, lamp wick, stove wick, cutting pliers, flat nose pliers, raisin seeders, pipe cutters, cutlery, malleable screw clamps, brass rules, putty knives, radiator cement, soldering furnaces, gas pliers, revolving belt punches and glasses for oilers. There has been a weaker tendency in black sheets during the week, in the Toronto market in particular, where lower quotations were made by a number of dealers. The linseed oil market gives evidence of firmness during the week due to advances in flaxseed. The market for future linseed oil seems fraught with a number of possibilities which may work out toward a movement either upward or downward. Turpentine was higher during the week, following a firm condition in the primary market. Declines were recorded in lead pipe and lead waste pipe as a result of the lower quotations in the primary market on pig lead. There has been a decidedly weaker tone to the pig lead market and the sagging tendency seems not to have been arrested as yet. Other ingot metals held in a steady position. Old materials are in quiet market due to lack of demand from mills. Shipments of winter lines are now going forward and business in the wholesale hardware trade is reported good to brisk.

MONTREAL MARKETS

MONTREAL, Oct. 24.—Amongst the most decided market tendencies of the week is the weaker tone to white lead in oil. This is a factor of interest to the hardware trade over a wide field, and has been predicted very definitely in HARDWARE AND METAL. In other directions there is interest this week also. Old materials are in decidedly weaker market. Iron and steel are stationary as to quotations. Nails and wire are also quiescent. Sheets, plates, iron pipe, and boiler tubes are in very difficult market conditions as to supply. Makers of stoves and ranges are waiting still for news of 1918 prices affecting their trade from the United States. Shelf goods show no changes of note this week, but in the heavies there are one or two changes, one a decline in straw sheeting, dry and tarred, which interests the market at this time especially. Lead pipe is also lower this week, due to the weakness of the ingot metal.

Some Changes In Heavies Lists

Montreal.

SHELF GOODS AND HEAVIES.—There are no notes of interest to record this week from the shelf goods change lists, the manufacturers having given the change-list men a rest in all quarters of the wholesale hardware trade locally, but in the heavies some changes have been notified.

Navy Oakum Advanced

A 10 per cent. increase in the price of navy oakum is announced, the quotation per 100 pounds for this being now $21.50.

Dry Straw Sheeting Down

In heavy dry straw sheeting a decline is recorded. The cost of this line is now $2.90 per 100 pounds to the retail trade.

Dry Tarred Sheeting Also Down

Although tar has advanced, and paper materials are firm, heavy dry tarred sheeting is also down a shade to $2.90 per 100 pounds. The declines in this material are said to be due to factors other than declines in raw materials, and may stimulate demand.

Iron Pipe And Boiler Tubes Scarce

Montreal.

IRON PIPE.—The market condition, described some weeks ago as to shortage of iron pipe of four inches in size and larger, has become more acute than ever. Manufacturers are unable to quote for large quantities of this size of pipe and larger until they discover that they can get supplies of the strip from which to make it. Quotations are liable to be higher than the nominal prices quoted previously, and given in current quotations at the end of this newspaper. The shortage of boiler tubes is also acute, and is giving rise to serious concern.

Nails And Wire In Unaltered Market

Montreal.

NAILS AND WIRE.—No change falls to be recorded as to nails and wire this week. The market is strong as ever, and demand is reported good. Standard steel wire nails are quoted at $5.50 base per 100 pounds, and cut nails $5.75. Wire is still at $6.50 base per 100 pounds as last week.

Iron And Steel Still Steady

Montreal.

IRON AND STEEL.—No changes in the quotations for iron and steel, as usually required by the hardware trade, are announced this week from any quarter. The market is firm, and is watched warily by all those foreseeing demand in any special direction. Demand is steady, and it is hard to secure delivery of supplies. There is no special feature to record as regards local conditions, and the great factors affecting the situation remain without marked change for the time being.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Shortage Of Sheet Metals Serious

Montreal.

SHEETS AND PLATES.—There is no improvement in the situation as regards sheets and plates. Tinned iron is almost unobtainable even from large firms. Canada plates are still to be found, but are scarcer than ever. It is hard to discover anywhere even the last remnant of stocks of the sheets and plates formerly imported from Great Britain, and no hope is held out that there will be any resumption of export of metal goods such as these for a long time from now.

Galvanized sheets remain steady, and the expected easier market for these has not developed yet. All the heavier sizes of black sheets are scarce and high priced, and the scarcity of boiler plate is most marked.

MONTREAL—	100 lbs.
10 gauge	$12 50
12 gauge	12 60
14 gauge	11 15
16 gauge	11 25
18-20 gauge	11 30
20-22 gauge	11 35
26 gauge	11 40
28 gauge	11 50

Stove And Heater Market Unchanged

Montreal.

STOVES, RANGES, ETC.—Manufacturers of stoves who have been awaiting the announcement of prices on various steel and iron products required in their industry for the coming year had received no intimation on the subject from the United States at the date of writing. The market for stoves, ranges, and heaters is in the same condition as described last week—that is, active for all lines of heaters and some moderate-priced stoves and ranges, and a little slow as to demand for the ranges of higher price. In general, however, business conditions are reported satisfactory. In galvanized and enameled ware the shortages of sheet metal are regarded with concern, but have so far not seriously affected production, and prices remain unaltered.

Coal Oil And Gasoline Steady

Montreal.

GASOLINE, ETC.—The market for gasoline keeps at the levels of the past weeks without alteration upwards, though the tone is always firm for this product. The quotation 32½c is still maintained for gasoline per Imperial gallon to the retail trade, and for coal oil, Royalite 17c, and Palacine 20c per Imperial gallon is charged. There is always a good deal of interest expressed in the crude oil market, as this affects the market for gasoline in Montreal directly, and the transportation of the crude oil to Montreal may cause shortage and firmness of market should this be interrupted. For the present, however, matters are as last week.

Rope Market Keeps Steady And Firm

Montreal.

ROPE AND CORDAGE.—The market condition as to cordage is still firm and with prospects of advanced prices. Demand is not more active than was mentioned last week, but is steady and satisfactory, with every indication of being still brisker as need for nautical rope supplies arises following the rapid development of the shipbuilding industry in Canada. There is still concern as to the securing of supplies of Manila and the other hemps, and sisal supplies are also as uncertain as ever. For the present, however, no hint of advancing prices is given beyond the obvious facts of the situation, which may bring about a firmer condition of market with very little warning.

Lead Products Again Lower

Montreal.

LEAD PRODUCTS.—Last week's report on these products in HARDWARE AND METAL mentioned "a very strong possibility that the lead products may be lower yet." The indication of the state of the market given has proved accurate, and lead products are down again this week. This is due to the weakness of the market for lead in the ingot, and also to the quietness of demand for lead products as compared to former experience, when construction work was going rapidly ahead, with improvements of property calling for new installations of plumbing. Quotations are as under:

MONTREAL—	
Lead pipe, lb.	$0.16
Lead waste pipe, lb.	0 17
Lead traps and bends	20% on list
Lead wool, lb.	0 16
Lead sheets, 3 lbs. sq. ft.	0 14¾
Lead sheets, 3½ lbs. sq. ft.	0 14¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 15

Old Metals Are In Weak Market

Montreal.

OLD MATERIALS.—Dull market and an almost general decline are the conditions reported this week in the old metal and materials market. The reasons given for the weakness apparent are that the United States conditions have unsettled the market, and demand is not active. Tea lead is down to 4c, a decline of 2c a pound. Heavy lead pipe is down a cent to 6c. Yellow brass is weaker also. Light brass is a cent lower than last week. Heavy copper has declined to the extent of losing its higher quotation of last week's range. Similarly with old cast iron and heavy melting steel. The rubber materials also are lower in price this week by half a cent for all except auto tires. Hints of an expected recovery for the old metals have been heard here and there, but the condition is very uncertain.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 06	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	25 00	....
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08	....
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 05½	....

Copper And Tin A Shade Firmer

Montreal.

INGOT METALS.—In most of the ingot metals a weaker tone is noted, but tin is in better demand and copper is a little firmer. The market is still very much influenced by uncertainties across the border.

TIN.—More demand was observed for tin this week, and the market for this metal is a little firmer at 65½c to 66c.

COPPER.—There is really no main market for copper while U. S. affairs are as at present, but those who have been disposing of any in Montreal have been quoting around 33c to 34c for casting copper.

LEAD.—Lead is still weaker, and the quotations made this week are 10c to 10½c.

SPELTER.—From 10½c to 11½c for spelter are the quotations this week, the metal being in a shade easier market.

ANTIMONY.—Antimony is a shade easier again, and is quoted at from 17c to 18c. Demand is not very active.

ALUMINUM.—There is a weaker market for aluminum, and a drop of quite 5c is noted as against last week's figures. The quotation given as representative is 60c.

TORONTO MARKETS

TORONTO, Oct. 25.—There has been a steadily upward tendency in the majority of changes that have taken place in prices of hardware commodities. The list has been quite numerous and comprises such lines as stove and lamp wick, hob and Hungarian nails, pliers, raisin seeders, pipe cutters, cutlery, malleable screw clamps, brass rules, plumb and level rules, putty knives, radiator cement, gasoline soldering furnaces, belt punches, glasses for oilers. Business is reported very good. Winter lines are in good demand now, furnace scoops being one of the big sellers. Snow shovels, which were booked some time ago, are now being delivered on contracts in preparation for winter trade. Readjustments have been made in the price of plain galvanized wire and coil spring wire.

Stove Wick And Lamp Wick Advance

Toronto.

WICK. — Following the advances recorded in various lines of cotton goods last week, including cotton twine, sash cord, cotton duck, cotton rope, awning cord, cotton clothes-lines there have been further advances in stove wick and lamp wick. Flat stove wick 3-inch is now quoted at $4.50 per gross, 3½-inch at $5.25 per gross, 4-inch at $6.25 per gross, 4¼-inch to 4½-inch at $7 and 5-inch at $8 per gross. Lamp wick on cards of 32 yards is quoted as follows: A, 75c per card; B, $1.10 per card; D, $1.75 per card. The increase amounts to approximately 5 per cent.

Hob And Hungarian Nails Up $2 On List

Toronto.

HOB NAILS.—An advance of $2 per hundred pounds was made effective during the week on hob and Hungarian nails. For Nos. 11, 12 and 13 gauge and heavier, ⅜-inch and shorter are now quoted at $17.40, and three-and-one-half eighths and longer at $16.90 for same gauges. No. 14 gauge, ⅜ inch and shorter are quoted

at $18.50, and three-and-one-half eighths and longer of same gauge at $18. For No. 15 gauge, ⅜ inch and shorter the price is $19.30, and three-and-one-half eighths and longer of No. 15 gauge at $18.80. Above prices apply to one-pound papers. If in bulk the prices are 50c per hundred pounds less.

Pliers Make An Advance Of 15%

Toronto.

PLIERS. — An advance of approximately 15 per cent. has been made effective on Bernard and Lodi pliers of various kinds. Bernard cutting pliers 4½-inch are now quoted from $14.20 to $14.80 per dozen, 5½-inch from $18 to $18.65, and 6½-inch from $21.60 to $22.50, 8-inch at $28.80. Lodi 4½-inch are quoted at $1.15 per dozen, 5-inch at $1.35, and 6-inch at $1.80 per dozen. Electrician No. 112 x 8-inch are quoted at $36 per dozen, and Elm City fence pliers No. 1 at $11.20, and No. 10 at $15.55 per dozen. Flat-nose pliers No. 300 by 4-inch are quoted at 95c per dozen, 4½-inch at $1.20 per dozen, 5-inch at $1.40 per dozen, 5½-inch at $1.55 per dozen. Paragon cutting pliers are quoted at $6.70 per dozen, and Lodi cutting pliers at $2.90 per dozen. Paragon gas pliers are quoted at $5.70 per dozen.

Raisin Seeders And Pipe Cutters Up

Toronto.

SEEDERS, PIPE CUTTERS.—Higher prices amounting to 10 per cent. were put into effect on Crown raisin seeders, making the price of No. 4 size now $14.95 per dozen. Enterprise raisin seeders, No. 36, are now quoted at $18.75 per dozen. Saunders pipe cutters have also been moved higher in price, No. 1 now being quoted at $2.15 each and No. 2 at $3.20 each. Barnes pipe cutter No. 1 has been advanced to $2.70 and No. 2 to $3.55 each. This is an increase in pipe cutters of 12½ per cent.

Higher Prices On Table Cutlery

Toronto.

TABLE CUTLERY.—An advance has been put into effect by wholesalers on Rogers 1847 table cutlery. Round handle dessert knives are now quoted at $4.50 per dozen, while the round handle dinner knives are quoted at $4.75 per dozen. In sets of half dozen each of knives and forks these lines are quoted at $4.50 per set.

Malleable Screw Clamps Go Higher

Toronto.

CLAMPS. — An advance of approximately 10 per cent. has been made effective on malleable screw clamps which now makes the price on the 4-inch $7.60 per dozen, 6-inch at $11.75 per dozen, 8-inch at $18.50 per dozen and 10-inch at $25.20 per dozen. This is the first advance to be recorded in this line in some weeks past and indicates that iron and steel commodities in certain instances at least have not yet reached the peak load.

Readjustment In Plain Galvanized Wire

Toronto.

WIRE, NAILS.—Slight readjustments have been recorded in the price of plain galvanized wire. In some of the various gauges an advance has been made effective, while in others a slight decline has been recorded. Plain galvanized Nos. 6, 7 and 8 is now quoted at $6.80 per hundred pounds, No. 9 at $5.65, No. 10 at $6.75, No. 11 at $6.85, No. 12 at $5.95, No. 13 at $6, No. 14 at $7.15, No. 15 at $7.65, No. 16 at $7.80 and No. 18 at $8.70. No. 9 coil spring is quoted at $5.85, and No. 12 coil spring at $6. Barbed wire is again quoted at $6. Other wire products remain unchanged during the week, the base price of smooth steel wire being $6.50 per hundred pounds. Standard steel wire nails are still quoted at $5.45 per hundred pounds in the majority of instances. Cut nails are quoted at $5.80 base.

Brass Rules And Plumb And Level Rules Up

Toronto.

RULES. — Higher prices have been made effective in certain classes of measuring rules. Rabone brass rules are now quoted from $3.60 to $4.60 per dozen, plumb and level rules at $6.30 per dozen, and blindman's rule at $5 per dozen. While ingot brass and copper have been at high levels for some time the advance in the manufactured product has not reached the finished product until the present in some instances. Ingot copper has even started to recede in the primary market from the high point due to the fixing of prices by the United States Government, but this has not yet had an opportunity to affect the finished products.

Putty Knives Show Upward Tendency

Toronto.

PUTTY KNIVES.—Following the lead in the case of other lines of manufactured articles, putty knives have this week been moved to higher levels for the various styles of square, spear and skew point, the new price now being $1.80 per dozen for 4-inch. For the Humphreys putty knives 4-inch and 4½-inch are now quoted at $2.60 per dozen, also for the square, spear and skew point.

Radiator Cement And Soldering Furnaces Up

Toronto.

CEMENT, SOLDERING FURNACES. —Increases have been put into effect in radiator cement and gasoline soldering furnaces. Neverleak cement in 50c size is now quoted at $4.05 per dozen and 75c size at $6.05 per dozen. Gasoline soldering furnaces have been advanced to $11.50 each. Now that furnaces have again been started for the winter radiator cement will no doubt be in demand to make necessary repairs.

Furnace Scoops Having Good Sale

Toronto.

SPADES AND SHOVELS.—There is a good demand reported at the present time for furnace scoops. With the coming of the winter season and the necessity for shoveling coal the reason for this demand is obvious. Special furnace scoops are quoted at $7.90 per dozen. There is some booking business on spades and shovels at open prices being made at the present time, but very little sorting business is being done. Plain black shovels, Jones, Olds and Crescent are being quoted at 30 per cent. for first grade, 20 and 2½ per cent. on second grade and 5 per cent. for fourth grade. Snow shovels are now being delivered on contracts that have been booked for some months. New business on this line of goods is quoted at $7 per dozen long handle socket. The season is rapidly approaching when snow shovels should again be in demand.

Extra Glasses For Oilers Have Advanced

Toronto.

OILERS.—Following the advance recorded last week on coppered steel oilers the extra glasses for oilers have this week been advanced in price. No. 0 is now quoted at 11c each, No. 1 at 13c each, No. 2 at 15c each, No. 3 at 16c each, No. 4 at 20c each. Advances in glass products have recently been announced by the manufacturers in the United States.

Factory Milk Cans, Railroad Cans Higher

Toronto.

MILK CANS.—An increase in price has been made effective in factory milk cans, railroad cans, cream cans and milk can trimmings through the changes in the discounts on these commodities. Factory milk cans are now quoted at list plus 30 per cent. Milk can trimmings are quoted at list plus 60 per cent., the former discount being list plus 50 per cent. Cream cans are now quoted at list plus 20 per cent., the former discount being list plus 10 per cent. Railroad milk cans, formerly quoted at net list, are now quoted at list plus 10 per cent. Other lines of tinware remain unchanged.

Bigger Business For Rope For Shipbuilding

Toronto.

ROPE, TWINE.—Now that the shipbuilding industry in Canada is getting nicely under way there are indications that bigger business in rope will soon be forthcoming. In the Maritime Provinces there is increased activity with the possibility that heavier supplies will be called for in the near future through the contractors on the various ships that are now either in the course of construction or about to be constructed. In the Toronto shipyards new ships have recently been complete and others are under way which will mean a good demand for rope. Prices for rope remain unchanged from those of last week, and in a firm position. Sorting business on rope is quiet for the domestic

trade at the present time. Small twines, however, are in good demand and business will possibly increase in volume from this time until after the Christmas season is over. Prices of cordage will be found in current quotations.

Stoves Continue In Good Demand

Toronto.

STOVES, ENAMELWARE.—Orders for stoves continue to go out as fast as manufacturers can supply them. Shipments have already been heavy in anticipation of a good fall business. From the districts where wood can be secured there has recently developed a good demand for wood stoves as there is anticipation in these quarters that there may again be difficulty in getting supplies of coal this winter. Enamelware remains unchanged at the quotations of last week.

Coal Oil In Bigger Demand Than Ever

Toronto.

GASOLINE, COAL OIL. — With the large numbers of coal oil heaters that have been sold recently there has been created a heavy demand for coal oil. A new device has recently been placed on the market in the shape of a coal oil burner for attachment to a coal range which gives promise of utilizing still greater quantities of coal oil. Experiments are also being made to adapt this burner to a furnace for heating a house hot water system. Gasoline prices held steady during the week at 31½c to 32c per Imperial gallon. Now that the bad weather of fall is here consumption has fallen off noticeably. Lubricating oils and fuel oils also remained unchanged at prices given in current quotations.

Spring Business On Brushes Reported Good

Toronto.

BROOMS, BRUSHES. — There is a continued strong position on corn brooms due to high prices of broom corn in the United States. Manufacturers had previously anticipated that with the coming of the later crop broom corn lower prices might be quoted.

As yet there has been no indication of lower prices on the raw materials. Brushes held steady during the week. Manufacturers point to the fact that an advance has been recorded on brushes in the United States and that it is only due to the presence of stocks of bristles in Canada sufficient to see the trade through for some little time that prevents an advance in this market. Spring booking business for brushes is reported good.

Iron And Steel In Fair Demand

Toronto.

IRON AND STEEL.—There is no indication as yet that prices locally on iron and steel are in any easier position. Existing stocks are limited and with embargoes prevailing on shipment from the United States, except where it can be shown that it is to be used for war purposes, there is small likelihood of easier prices prevailing in this market until a better supply is assured. Demand for iron and steel is reported fair.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	26 00
Sheet cast steel	30 00	35 00

Black Sheets Down 50c To $1 On Some Gauges

Toronto.

SHEETS, PLATES.—Declines of 50c to $1 per hundred pounds have been recorded on certain gauges of black sheets. One firm formerly quoting No. 28 gauge at $10 per hundred has announced a price at $9. This same concern has made changes on other gauges as follows: No. 29 gauge, $9.10 per hundred pounds; No. 26, $8.90; Nos. 22-24, $8.85; No. 18-20, $8.80 per hundred pounds. Another concern formerly quoting No. 28 gauge at $11 per hundred is now quoting at $10.50; No. 26 gauge, $10.40; Nos. 22-24, $10.35; Nos. 18-20, $10.30; No. 16 gauge, $11.25; No. 14, $11.15 per hundred pounds. Galvanized sheets held in steady position except for the fact that lower quotations of last week are now more generally being quoted. Black sheets are in fairly good supply due to recent arrivals. On plate the market is about cleaned up, 3-16-inch and ¼-inch plate being practically unobtainable.

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$12 00
12 gauge	10 05	11 60
14 gauge	9 95	11 15
16 gauge	10 00	11 25
18-20 gauge	8 80	10 30
22-24 gauge	8 85	10 35
26 gauge	8 90	10 40
28 gauge	9 00	10 50
29 gauge	9 10	....
3-16 inch plate	.....	13 25
¼-inch boiler plate	.....	13 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Conductor Pipe And Eavetrough Going Well

Toronto.

CORRUGATED SHEETS, CONDUCTOR PIPE.—Manufacturers of conductor pipe and eavetrough report that repair work has occasioned a fairly good demand for these commodities within the past few weeks. Corrugated sheets, however, are in rather light demand. Nothing definite has been learned as yet with respect to the new prices on the sheets affecting this particular commodity and dealers have shown no disposition to change prices. Eavetrough and conductor pipe are being quoted at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Modification Of Government Control

Toronto.

BOILER TUBES.—Dealers in boiler tubes in elaborating on the extent of control of the Government over supplies of boiler tubes amplified the statement of last week by stating that it is only supplies of these goods which have been brought into the country since September 20 which the Government can commandeer if required. It is stated that stocks previously in the country can still be sold to the domestic trade under certain restrictions. There is no improvement in the situation with respect to arrivals and prices have held at firm levels.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe And Lead Waste Pipe Down

Toronto.

LEAD AND ZINC PRODUCTS. — Owing to the rapid decline in the price of pig lead during the week there have been further declines in lead pipe and lead waste pipe of 1c per pound. Lead pipe is now quoted at 16c and lead waste pipe at 17c per pound. Other lead products are in weaker tone owing to the primary situation in pig lead.

Lead pipe, lb.	$ 0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 15	....
Lead sheets, 3 lbs. sq. ft.	0 15½	....
Lead sheets, 3½ lbs. sq. ft.	0 15½	....
Lead sheets, 4 to 8 lbs. sq. ft.	0 14¾	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 37½	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 32¼	....
Solder, wiping, lb.	0 34¾	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Materials Again Marking Time

Toronto.

OLD MATERIALS.—There was inactivity in the old material market during the week and prices held without change. Mills are not in a buying mood at present and collectors show a disposition to hold their wares until something more definite turns up in the market.

TORONTO—		
Tea lead	$ 0 06½	......
Heavy lead pipe	0 08¼	......
Yellow brass	0 13	0 14
Red brass	0 20	....
Light brass	0.09½	0.10
Heavy zinc	0 06	0 06¼
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	......
		Per gross ton.
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Lead Goes To Still Lower Price Levels

Toronto.

INGOT METALS.—The feature of the week has been the decline in the pig lead market both in primary markets and in local market. Pig lead prices are now just half what they were six months ago. Owing to the unsettled condition in the market buying has not been active.

COPPER.—With unsettled conditions in the producing fields where strikes have been in progress and a return to work reported, conditions in the copper market generally have been in an uncertain condition for some time. Locally there has been a fair demand with prices for casting copper at 32c per pound and electrolytic at 33c per pound.

Tin.—Spot tin in the primary market at New York was very scarce during the week but London market declined 15s. on Straits tin. It is understood that quantities of tin are held up awaiting granting of permits to be shipped. Locally prices held unchanged at 63½c to 65c per pound.

SPELTER.—There was a quiet market for spelter during the week but a better inquiry was noted on the part of consumers in the primary market. Locally prices held slightly higher at 10c to 10½c per pound.

LEAD.—Lead is in weaker tone during the week with declines recorded locally due to a big sag in the primary market within recent weeks. The Trust price in New York is quoted at 6.25c with intimation that a still further reduction is a possibility. In the local market quotations were down to 9c to 9½c.

ANTIMONY.—There is very little activity in the antimony market. In the primary market, there are plenty of sellers but no buyers. Locally prices were unchanged at 18c per pound.

ALUMINUM.—Demand on aluminum is light with prices unchanged at 60c per pound.

PIG IRON.—Prices of domestic pig iron remain firm and unchanged with no indication of lower prices until the furnaces have disposed of a considerable portion of orders already booked. Under the present conditions prices are purely nominal.

LONDON MARKETS

LONDON, October 23.—Fall and winter goods are in demand, and with the approach of the hunting season rifles, sporting cartridges, etc., are moving out well. Stocks are in very fair shape in spite of the shortage on some lines. Business is good and prices continue to be firm. Advances are recorded this week on turpentine, vises, hog rings, and some lines of Roger's cutlery.

Rogers Cutlery Lines Advance

London.

KNIVES AND FORKS.—An advance of ten per cent. has been made in prices on 1847 Roger's solid handle knives and forks. This advance includes the plain style and all other patterns.

Alarm Clocks

A good sale is reported for alarm clocks at the following prices; Good Morning $1.15 each; Lookout $1.50; Sleepmeter $1.65; Big Ben $2.50 and Baby Ben $2.50.

Advance On Some Lines Of Vises

London.

VISES.—New and higher prices are being quoted this week on National vises as follows:

No. 603 x 3 in. jaw, $3 each; No. 603½ x 3½, $4.75 each; No. 604 x 4, $5.50 each; No. 604½ x 4½, $8 each.

Roller Skates

New prices issued on genuine ball bearing roller skates are quoted as follows; No. 6 skates, $2.50 per pair.

Good Sale For Building Lines

London.

BUILDING PAPER, ROOFING.—A good sale is reported this week for building paper and ready roofing at following prices: Plain fibre D 2, 59c per roll; tarred E 2, 79c per roll; tarred felt $3.30 per 100 lbs.; asbestos paper $12.00 per 100 lbs.

Brass Seam Binding

Prices this week on brass seam binding are as follows: 50 yards to box, 9/16, $6.50 per 100 yds.; ¾, $8.50 per 100 yds.; ⅞, $9.50 per 100 yds.

Brass oil cloth binding in sets are quoted as follows: 5/4, $2.85 per doz. sets; 6/4, $3.60 per doz. sets; 8/4, $4.50 per doz. sets.

Prices On Hog Rings Advanced

London.

HOG RINGS.—New and higher prices are recorded this week on hog rings as follows: No. 1, 60c per 1000; No. 2, 60c per 1000; No. 3, 60c per 1000; No. 2, 3, 4, assorted, 90c per 1000; No. 3, 4, 5, assorted, 90c per 1000.

Hockey Sticks

Prices on hockey sticks this week are as follows: Boy's red sticks, 85c per doz.; boy's white, 85c; rock elm men's, $2 per doz.; Spalding, $3.75 per doz.; Mic Mac, $4.75 per doz.

Starr skates are quoted at 30 per cent. off list.

Cow chains are priced at 12½ per cent. off list.

Stall fixtures are unchanged at $1.25 per doz.

Net Prices On Sleigh Bells

London.

SLEIGH BELLS.—Net prices quoted this week on sleigh bells are as follows for Swedish chimes, collar bells and team bells:

Swedish Chimes—No. 1400 x 4 Bell, $2.10 each; No. 1500 x 4 Bell, $2.50 each; No. 1700 x 6 Bell, $3.35 each.

Collar Bells, on Strap—No. 2, $1.30 doz.; No. 3, $1.45 doz.

Team Bells—No. 7 coppered steel, $1.30 doz.; No. 2, rough bell metal, $3.35 doz.; No. 3, $3.85 doz.; No. 4, $5.50; No. 5, $6.50; No. 2, genuine Swiss, $4.60; No. 3, $5.90; No. 4, $7.50; No. 5, $10.75.

New Quotations On Winter Goods

London.

SNOW SHOVELS.—Prices quoted this week on snow shovels are as follows: Cheap japanned, $4 per doz.; long handle socket, $7 per doz.; D. handle socket, $9.62 per doz.; D. handle socket, $12.25 per doz.

FURNACE SCOOPS.—In D. H. socket are $7.87 per doz.; L. H. socket, $7.87 per doz.

SIDEWALK SCRAPERS. — Light socket $3.50 per doz.; heavy socket, $5.25 per doz.

Weather Strip; Sifters; Axes

London.

WEATHER STRIP.—Wood and felt weather strip is quoted this week at 75 per cent. off list; Swan hardwood strip is 75c per set and Frost King strip is quoted at $4.40 per doz. pkgs.

Ash Sifters

Common wood sided ash sifters are quoted at $2.15 per doz.; Banner sifters are $2.90 each and Burrowes rocker No. 1 sifter is $5.25.

Handled Axes

Prices on handled axes are as follows: Boys red, $9 per doz.; Eagle axes $13.50 per doz.; Cherokee $15 per doz.

Prices On Batteries And Sporting Lines

London.

BATTERIES. — Prices quoted this week on Ever-Ready Daylos and batteries are 33 1/3 per cent. off list. There is a big sale for this line of goods now and it is expected it will continue until Christmas.

Shooting Accessories

Loaded shells (black), add 10 per cent. to list and smokeless shells are quoted at net list.

Sporting cartridges are quoted as follows: American, less 2½ per cent. off Winchester list; Dominion, add 60 per cent. to Dominion list. There is also a good sale for cartridges.

Prices On Nails; Castle Builders

London.

NAILS.—There has been no change in the price on nails this week at former quotations as follows: Wire nails $5.45 base; cut nails $5.75 base. There is a good sale for nails.

Castle Builders

Castle builders (steel toys) are priced as follows this week, with a good sale: No. 0, $4 per doz.; No. a, $6 per doz.; No. AA, $8 per doz.; No. 1, $12 per doz.; No. 2, $24; No. 3, $48 per doz.

Further Advance In Turpentine

London.

TURPENTINE.—A further advance of 2 cents per gallon has been made this week in the price of turpentine, bringing new quotations to the following:

1 bbl. lots, 75c per Imp. gal.; 2 to 4 bbl. lots, 74c per gal.; 5 gal. lots, 82c per gal.

Linseed Oil

There has been no change in the price of linseed oil quoted as follows:

	Raw	Boiled
1 to 2 bbls.	$1.37	$1.40 per gal.
3 to 5 bbls.	1.36	1.39 per gal.
6 to 9 bbls.	1.34	1.37 per gal.

White Lead, Glass And Putty Steady

London.

WHITE LEAD IN OIL.—No change has been made in prices of white lead in oil at the following quotations:

	tons	less
Pure	$17.50	$17.80 per 100 lbs.
Pure Elephant	18.00	18.30 per 100 lbs.

Glass

Glass prices are firm this week in a good sale. Single diamond and double diamond are 50 per cent. off list and cut lights 40 per cent. off.

Putty

Putty prices are likewise unchanged at $4.75 per 100 lbs. for standard putty and $5.75 per 100 lbs. for pure putty.

Garden Hose Prices Show 10% Increase

Winnipeg.

HOSE.—New prices on garden hose for 1918 delivery have just been announced and show an increase of approximately 10 per cent. over last year. To-day's prices are as quoted below:

Competition, ½ x 3 ply, $9.50 per 100 ft.; ¾ x 3 ply, $11.25 per 100 ft.; trade, 1 x 3 ply, $16; Canadian corrugated, ½ in., $16.75 per 100 ft.; ¾ in., $22.50 per 100 ft.

Axe Demand Expected To Be On Increase

Winnipeg.

AXES.—Axes at present continue to show a fair demand, which no doubt will increase as the season advances and the lumber companies commence operations. Present prices are as follows: Single bit, $12 to $14.50 doz.; double bit, $14.50 to $16.50 doz.

Shovels And Scoops Are Holding Firm

Winnipeg.

SHOVELS, SPADES.—Prices continue firm on all lines of shovels and scoops and are quoted below:

Shovels—Olds D.H., sq. pt., $12.40 doz.; D.H., rd. pt., $12.40; L.H., sq. pt., $12.40; L.H., rd. pt., $12.40; Jones, D.H., sq. pt., $13.30 doz.; D.H., rd. pt., $13.30; L.H., sq. pt., $13.30; L.H., rd. pt., $13.30 doz.

Scoops—Crescent, No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80.

Jones' Scoops—No. 4, $16 doz.; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

Decline Recorded In White Lead In Oil

Winnipeg.

WHITE LEAD IN OIL.—Owing to the declining tendency of pig lead, the market on white lead in oil shows a decline and is quoted to-day as follows: Decorator's pure, ton lots, $18.05 100 lbs. Less than ton lots, $18.40 100 lbs.

Linseed Oil Holds Firm

Linseed oil prices continue firm as last quoted, viz., raw, $1.57 gal.; boiled, $1.60 per gal. However, the market on flax is very unsettled at the present time, and conditions at present point to higher rather than lower prices.

Strength Again Returns To Turpentine

Winnipeg.

TURPENTINE.—The turpentine market which last week showed a decline has again strengthened owing to the scarcity of this product in the south, and indications point to even higher than those quoted to-day which are as follows:

Barrel lots, 80c gal.; half barrel lots, 83c gal.; five gallon lots, 85c gal.; 1 gal., 85c gal., plus the usual extras for containers.

WINNIPEG MARKETS

WINNIPEG, Oct. 22.—Hardware markets for the past week show a steady tone in general, with the exception of white lead and galvanized iron sheets, these two commodities showing a decline. Snow storms which seem to be general through the West have added greatly to the stove trade, some of the manufacturers being unable to meet the demand.

Free Movement In Stovepipes And Elbows

Winnipeg.

STOVEPIPES.—Stovepipes and elbows are moving freely. The sales in pipe however are practically confined to patent standard, as riveted and ready-to-rivet pipe are almost off the market. Present prices on pipe are as follows:

Patent standard 6", $19.10, 100 lens; 7", $20.45, 100 lens.

Elbows—Heavy, 6", $2.75 doz.; 7", $3.05; 8", $4.55 doz.; light, 6", $2.10; 7", $2.25 doz.

New Prices on Pump Leathers

Bookings are now being taken on tank pump leathers for delivery in 1918. The new price just announced is 20 cents per doz. over last year's price, namely $4 doz.

Horseshoes In Demand With Winter Conditions

Winnipeg.

HORSESHOES.—With the approach of winter, good demand is reported on all lines of horseshoes with prices holding firm, as quoted below:

Iron—No. 0 to 1, $6.75 per 100 lbs.; No. 2 and larger, $6.50 100 lbs.

Snowshoes—No. 0 to 1, $7 per 100 lbs.; No. 2 and larger, $6.75.

Steel—No. 0 to 1, $7.20 per 100 lbs.; No. 2 and larger, $6.95.

Featherweight—$8.35 per 100 lbs.

Rivets And Burrs Are In Strong Market

Winnipeg.

RIVETS, BURRS.—Prices on rivets and burrs still continue firm, there having been no change since early spring, even though raw materials have greatly advanced since then, and a revision in prices would not come as a surprise. To-day's prices are quoted herewith:

Iron Rivets—10%.

Copper Rivets—No. 7, 65c lb.; No. 8, 66c lb.; No. 9, 69c lb.; No. 10, 71c lb.; No. 12, 76c lb.

Five-lb. assorted boxes of Copper Rivets—No. 8, 74c lb.; No. 10, 79c lb.

Copper Burrs—No. 7, 65c lb.; No. 8, 66c lb.; No. 9, 69c lb.; No. 10, 71c lb.; No. 12, 76c lb.

Galvanized Sheets Have Been Readjusted

Winnipeg.

SHEETS.—Readjustment of United States prices on galvanized sheets which took place recently has already been felt here and this week's markets show a decline, varying from $1 per 100 lbs. on 10¾ oz. to 45c per 100 lbs. on 16 ga. To-day's markets are quoted as follows:

	Premier	Apollo or Fleur-de-lis
	Per 100 lbs.	
10¾ oz.	$12 50	$12 50
28 ga.	12 20	12 20
26 ga.	11 90	11 90
24 ga.	11 75	11 75
22 ga.	11 75	11 75
18 x 20 ga.	11 75	11 75
16 ga	12 00	12 00

No change is reported on black iron sheets but the above reduction on galvanized sheets leaves the spread between the two very small and may necessitate a revision of prices.

Egg Beaters Advance

Dover egg beaters again show an advance and are quoted to-day as follows: No. 2 family size $1.60 doz.; No. 3 hotel size, $3 doz.

PITTSBURG MARKETS

PITTSBURGH, Oct. 22.—Price fixing at Washington is proceeding somewhat more slowly than was expected, as no additional prices have been announced since those of Oct. 11, referred to in last report. Those prices were upon large and small billets, sheet bars, slabs, wire rods, skelp and shell rounds, the prices previously fixed, Sept. 24, having been on coke, pig iron, bars, shapes and plates.

What the trade has been expecting lately has been prices on sheets, tubular goods and wire products, possibly also upon scrap, together with a precise statement as to pig iron, covering the

different grades and districts. The original agreement upon pig iron was as to foundry and basic at valley furnaces. Meanwhile there have been sales of foundry pig iron by northern furnaces other than valley at the price of $33 at furnace as a tentative one.

There is ground for surmising that difficulties have arisen whereby the War Industries Board has been unable to reach a conclusion as to sheets, tubular goods and wire.

More Pig Iron Activity

The pig iron market, on the whole, has been somewhat more active than might have been expected, when set prices were named at less than two-thirds the prices at which a very considerable volume of business has been done for delivery in the fore part of next year. That business occurred chiefly in June, the market thereafter, up to the time of the price fixing, being very quiet, with transactions confined to small lots for early deliveries. In the past ten days the market has been distinctly more active than in that period. At least 50,000 tons of valley Bessemer and basic has changed hands, and the valley furnaces have sold small lots of foundry iron, all the sales being for early delivery. Some of the Virginia furnaces, on the other hand, have sold for extended delivery.

The blast furnaces are perfectly ready to let their iron go at the fixed prices, but as there are contracts on books at much higher prices they wish to protect that business as much as possible and to sell indiscriminately in the open market would make it more difficult to enforce the contracts. Accordingly the common attitude is to sell only to regular customers, and only iron that is urgently needed.

Steel Market Quiet

The finished steel market is very quiet. In the commodities for which prices have already been fixed the mills will not sell except to take care of customers for early deliveries, and as the customers are already quite well covered scarcely any business occurs. In the products for which prices have not already been fixed, it is quite significant that there is hardly any business being done. If buyers were fearful that they would be unable to secure deliveries at the prices to be fixed, they would now be playing safe by paying the higher prices that would now be asked, for on such purchases perference in delivery would naturally be given. This they are not doing, to any extent, therefore it is impossible to believe that steel is really very scarce. In the case of sheets, for instance, there were buyers for several months of both blue annealed and black at between 8.00c and 9.00c, while now, with prospects that the prices will not be much, if any, above 4.00c for blue annealed and 5.00c for black, there is no buying at intermediate prices, and one mill has been canvassing for business in the past few days on the basis of making sales subject to the prices when fixed. This is quite a curious commentary on the picture producers were drawing of their market and prospects for demand only a few weeks ago. In other words, the sheet bubble has burst.

War Steel Tonnage

The question of how much steel will be required for prosecuting the war is not being answered. The situation is no clearer and the latest developments merely suggest that it never will become clearer. The Government has asked sellers not to give out specific information as to orders placed, and the statements at Washington as to the amount of business expected to be placed are rather indefinite. One statement is that orders are to be placed, following upon the price agreement, for 6,000,000 or 7,000,000 tons of steel. This would be for delivery in 1918 but it does not throw much light on the matter, first because it is not known how the tonnage will be distributed among the various commodities, or whether the deliveries will be required uniformly throughout the year. Then there is the matter of purchases for the Government's Allies, which do not seem to be included in the figures just mentioned. Orders placed thus far by the Government are understood to total about 3,000,000 tons. A considerable part of this steel has already been delivered, and perhaps not much will run into next year.

Production of finished rolled steel last year was about 31,500,000 gross tons, while production now is probably running at the rate of 32,000,000 or 33,000,000 tons a year, with a probable capacity in excess of 35,000,000 tons. Production is limited by shortage of coke and labor, chiefly the former. It would seem fair to make a rough guess that the proportion of the output required for all war purposes will be not less than 30 per cent. nor more than 40 per cent. of the total output. This would include exports to the Allies. As there have been large exports to the Allies hitherto, say between 15 and 20 per cent. of the output, including steel worked up here into shells, rolling stock, machinery, etc., for export, as well as exports to neutrals of between 5 and 10 per cent., and the exports to neutrals may be extremely light, it does not seem altogether probable that steel for commercial purposes will be extremely scarce in future.

Certainly there will eventually be a large decrease in the consumption of steel by the railroads unless something is done. The railroads have been buying practically nothing of late and it is quite uncertain whether they will take hold with prices as now fixed. While there is a large reduction, prices are still fully double the average of the ten years ending 1913, and the railroads may not be able to pay. The Interstate Commerce Commission was expected to do something by way of reopening the subject of advanced freight rates. Oct. 28, but it has just been announced that the subject is postponed for 60 days beyond that date.

A foundry coke differential has not been established and the coke situation remains that $6.00 per net ton at ovens was set Sept. 21 as a general basis price. In some instances coke operators have sold regular customers foundry coke at $6.00, while it is understood a few have set their own differential by selling in a few cases at $7.00. In general there is very little foundry coke to be had and the situation is very distressing to many iron foundries.

INVESTIGATION INTO STEEL CONTRACTS

Producers Are Being Requested to Furnish Complete Data Regarding Contracts for Raw Material

Cleveland, Ohio, Oct. 25.—"The Iron Trade Review" to-day says: Much curiosity has been aroused as to the purpose of a formal request to iron and steel producers from the Federal Trade Commission for complete data regarding their contracts for raw materials during the next nine months and their obligations for sale of their product up to July, 1918. At the same time, expressions of opinion are solicited from the producers as to the advantages and disadvantages likely to accrue in the event prior bona-fide contracts for material bought or sold were to be abrogated. From the beginning of the present price regulation the general understanding has been that all contracts and uncompleted business were not to be distributed and that the fixed quotations were not to be retroactive.

Offers of finished steel in the open market at the fixed prices are increasing, but the tonnage still is limited and either regular customers or attractive business opportunities are receiving the preference. Producers continue more freely to quote the price of $33 base, subject to differentials to be subsequently determined. Based on the estimates of customers as to their needs for the first half, some producers express renewed doubts that the country's production will be able to meet all requirements.

INCORPORATIONS

Laval de Montreal.—Gold Medal Broom & Brush Co., has obtained charter.

Toronto.—Ignition Repair and Supply Company has been incorporated with a capital of $40,000 to manufacture automobile motors, batteries, magnetos and auto accessories. L. J. Pashler is one of the incorporators.

Toronto.—Bethune Pulp & Lumber Co. has been incorporated with a capital of $50,000 to carry on business as timber merchants dealers in hardware and building materials.

Montreal. — Canadian Manufacturers' Association has decided to hold two meetings of the executive organization in Montreal each year. This innovation will be of considerable value to Montreal manufacturers in influencing policy of the association on important questions.

WEEKLY PAINT DEPARTMENT

From Outside to Inside

Ads. That Pull—Outside Paints Slowing Up, Inside Finishes to the Fore — Looking Things Over — Teaching Your Customers How—Encourage the Amateur Painter —Suggest the Proper Brush.

ONE of the most interesting newspaper ads. which has appeared during the campaign on fall painting is that reproduced herewith, and when it is known that this ad. occupied space practically 9 x 10 inches, it can easily be determined what value these people place on the fall business.

The heading is extremely bright and commands attention at once, "Follow Nature's Plan—Paint in the Fall," and then reasons are given as to why fall painting is best. The ad. was extremely timely, coming out in September, and some of the lines mentioned were House Paint, Floor Paint, Barn Paint, Shingle Stain, Roofing Paint and Floor and Furniture Varnish. However, it will not be long until outside painting will be impossible but that is no reason why the paint department should be overlooked.

Advices from all over the country indicate that retailers are pushing the sale of the many inside finishes aggressively and there is no reason why the sale of these should diminish in any way. Point out to your customers that a bright interior in their home will help make them forget the many cold nights and days which keep them indoors. The long winter evenings will not be so dreary, if things about the house are brightened up. And there are so many individual things about the inside of a home which come in for attention.

It might be well in looking over these that the walls and ceilings be mentioned first. They are perhaps the biggest item to come in for consideration. For the walls, there are calsomines and paints which lend attractiveness and which can be easily applied. Wallpapers are also being sold in many retail hardware paint departments with marked success. As part of the decorations for the walls, it is well not to overlook the doors and windows which will carry trimming colors. In having his home nicely decorated, your customer will be doing himself a real service—creating as he does an atmosphere of pleasant surroundings —making his home more sanitary and cleaner for himself and family.

Then there are the floors to be considered—some are painted over the entire surface taking a regular floor paint or using a varnish stain which creates a hardwood finish. In addition to these two finishes, there are hardwood floors which some people varnish and on which others use wax—either method creating a demand which must be supplied from your paint department.

The rooms in the house, living, dining or bed rooms, etc., usually require certain lines of paint and finishing and it is here that the retailer who studies his range of paints carefully can make a big success of this department. On learning your customers' wishes, it then devolves on the merchant to sell only those lines which will give the best results. Where there are two or more methods of finishing a room, each should be explained carefully so there will no regrets when the work has been completed.

This should be a splendid time for merchants to encourage the amateur painter. Help is scarce now and on investigation you will find that many people are putting off "doing that room" because they cannot secure help. There is scarcely a man or even a woman who could not paint a floor, who could not put on a wall finish, who could not brighten up the radiators around the

(Continued on page 52.)

Follow Nature's Plan Paint in the Fall

September is a good month in which to paint. All the pests of Summer, such as flies, spiders and dust, have gone, and the mild heat of September's sun will give the paint time to properly cure on the sides of your house. Besides, it's the natural thing to put on a protecting coat to turn the winter weather. HUNTER-HENDERSON PURE PAINT is guaranteed weatherproof.

HUNTER-HENDERSON PURE PAINT
High prices of materials have not induced us to cut down on the quality of our Paints. The same sterling quality goes into each can, for we believe that quality wins. Regular body colors, $3.20 per gallon. Trimming colors, $3.90 to $4.25 per gallon.

BAPCO PORCH FLOOR PAINT
Absolutely waterproof for outside porches, decks, etc. It will effectually turn the rains of Fall and the snow of Winter. $1.00 per quart; $1.90 per half gallon.

HUNTER-HENDERSON BARN PAINT
The same quality as our pure paint, but in the dark colors suitable for painting barns, sheds and all outside wood work. In 4-gallon cans, $3.10 gallon. In 1-gallon cans, $3.20 gallon.

MARINE SPAR VARNISH
For all exposed wooden surfaces such as front doors, store fronts, boat work, etc. Per half-pint, 50c; per pint 85c.

BAPCO OIL SHINGLE STAIN
The most durable shingle stain made. It has lots of body so that it is especially suitable for re-staining old houses. If you are going to paint, see us about "Bapco." Reds and browns, $1.50 gallon; greens and grey, $1.75 gallon.

H.-H. BLACK ROOFING PAINT
Jet black liquid asphalt. Will last as long as the shingles on the roof; $1.00 per gallon.

BUNGALOW SHINGLE STAIN
Our regular creosote and oil shingle stain; will give good satisfaction on any shingled surface. Browns and reds, $1.00 gallon, in 4-gallon cans; green and grey, $1.25 gallon in 4-gallon cans.

"FLORSPAR"
This varnish can not be excelled for floors or any interior woodwork where a tough, elastic and waterproof varnish is required. Per half-pint, 90c; per pint, 85c; per quart, $1.

SPECIAL OFFERING OF STOVEPIPE ENAMEL—Large bottles of Jet Black Enamel for enamelling stovepipes, range bodies, etc. Each ..... 15¢

Hunter-Henderson Paint Co.
LIMITED
642 Granville St. — Phone Sey. 6110

The sale of paint must necessarily be stimulated by the effective use of newspaper space as noted in this ad. This ad. in its original state occupied a space 9 x 10 in

Jamieson's

PURE PREPARED

Paints & Varnishes

He Will Come Back!

When a man buys a can of paint that gives him *efficient* and *economical* service he doesn't forget where he bought it. This is especially true in this period of high prices. Satisfaction of this kind will bring him back sooner or later for more.

That is an example of how *Jamieson's* pure prepared paints and varnishes increase sales.

Sell *Jamieson's* line exclusively. It is the best. Write for proposition.

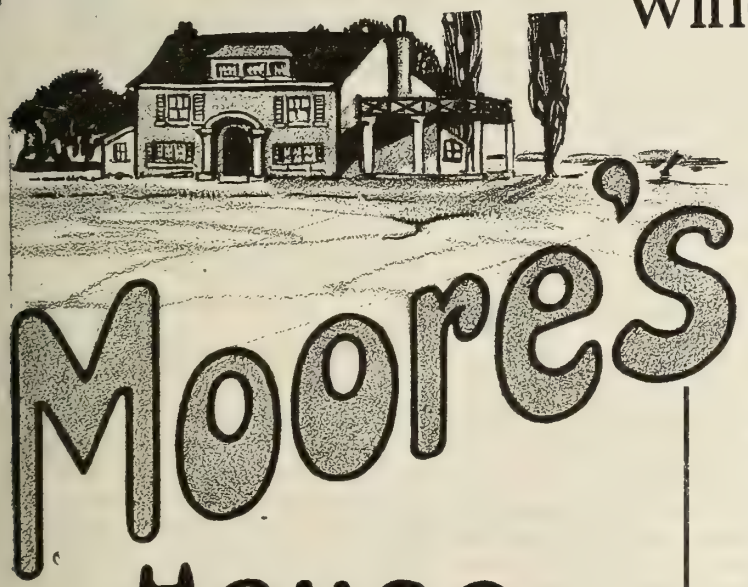
R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

Vancouver Montreal Calgary

ESTABLISHED 1858

Did you ever try a market day window?



Moore's

House Colors

When the Farmer is passing your store with money in his pocket is the time to get his attention with a good display of Moore's House Colors. On market day he comes to town to sell and to buy. Catch his eye with a bright display. It will serve to remind him of the many painting jobs to be done at home, and it will hit him when he is in the mood to spend his money. This is the season when the Farmer has the time to paint! An effective market day paint window now will get you good results.

BENJAMIN MOORE & CO.

Limited

WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 24.—Interest in the paint markets this week focuses itself more closely on white lead in oil and linseed oil than was the case last week. Turpentine is also interesting the market more, and there is a revival of attention to mixed paints in view of the doings of white lead. With the market for pig lead so perceptibly weaker of late, anticipations are towards lower quotations for white lead in oil.

Linseed Oil In Variable Condition

Montreal.

LINSEED OIL.—At this time of year it has been customary to anticipate slightly easier conditions of market for linseed oil even in war time. The new crop of flaxseed if in average yield tends to ease conditions; if bountiful tends still more so. And as a matter of fact linseed oil for future delivery is being booked at easier prices than have hitherto prevailed. But the conditions of market this year are subject to adverse effects from the transportation end of the business. While flaxseed is reported to be reaching Winnipeg at the rate of from fourteen to sixteen carloads a day, there is a big constriction of this flow between West and East, and though supplies have been reaching Montreal by water these are restricted, and rail-carried supplies are still less assured. Consequently crushers report firmness of market developing due to transportation troubles ahead and already present, but the immediate condition of the market to the retailer in small quantities is reported steady, and even easier. One firm was able to quote linseed oil for immediate booking, and delivery only till the end of the month at prices under the $1.40 figure which was last week's report, and $1.37 per Imperial gallon for raw linseed oil is a representative quotation.

Linseed oil	Raw	Per Imp. gal. Boiled
1 to 4 bbls.	$1.37-$1.40	$1.40-$1.42½
5 to 9 bbls.	1.36- 1.39	1.39- 1.41½

Turpentine Is In Firmer Market

Montreal.

TURPENTINE.—There is a firmer market for turpentine, and some sources of supply are out of the market altogether this week. This bears out the accounts given last week in HARDWARE AND METAL as to the outlook for turpentine. Difficulties of transportation, and the steady firmness of the primary market account for the present market condition, and the trend of things looks towards still more strength. Quotations for the present week range as mentioned below, though it is possible that prices a shade lower may be quoted to regular customers for considerable quantities in cases where the need for conserving stocks is not pronounced.

Turpentine	Per Imp. Gal.
1 to 5 bbls.	$0.72-$0.75
6 to 9 bbls.	0.70- 0.73

White Lead In Oil Is Again Weaker

Montreal.

WHITE LEAD IN OIL.—As indicated definitely in last week's HARDWARE AND METAL the weaker tone for white lead in oil is very noticeable, and from indications of the current week there is every likelihood that this product will find lower quotations before long. Dry white lead this week dropped a cent a pound, and the inference as to white lead in oil is very obvious though no decline had been announced from any quarter at time of writing. Pig lead has been in weak market of late, and shows no sign of strengthening. Demand for white lead in oil is normal though buyers are tending to take care of requirements for the present purpose only while the market is in declining mood. Quotations of last week and up to time of writing, but subject to revision are for five ton lots $17 per 100 lbs.; for 1 ton lots, $17.30 per 100 lbs.; and for less than tons, $17.60 per 100 lbs.

Putty In Very Steady Market

Montreal.

PUTTY.—The market for putty is unchanged this week as compared with the quotations of last week, but is considered firm. Unless linseed oil should find much easier market the tone will probably maintain. Demand for putty is improving with the development of repair needs against the winter, and the approach of close of navigation when heavy goods mean heavy freight rates by rail. Quotations remain as given last week viz.: Standard putty bulk in barrels 5 ton lots, per 100 lbs. $3.25; 1 ton lots per 100 lbs. $3.40; less than tons per 100 lbs. $3.60.

Mixed Paint Outlook Continues Firm

Montreal.

MIXED PAINTS.—With white lead in oil on the declining trend there arise here and there questions as to the probable effect on mixed paints of the tendency. As far as can be ascertained at the time of writing there is not much likelihood of any reduction in prices of mixed paints. It is pointed out by the manufacturers that mixed paints did not keep pace with white lead in oil when they advanced, but climbed very slowly and reluctantly where lead and linseed oil were sky-rocketing. Other factors besides the cost of white lead in oil have to be taken into consideration also, such as the cost of containers. Turpentine is firmer also and there is no assurance that linseed oil will keep in easy market. Meantime business in mixed paints is very fair for the season, and orders for spring are already coming along satisfactorily.

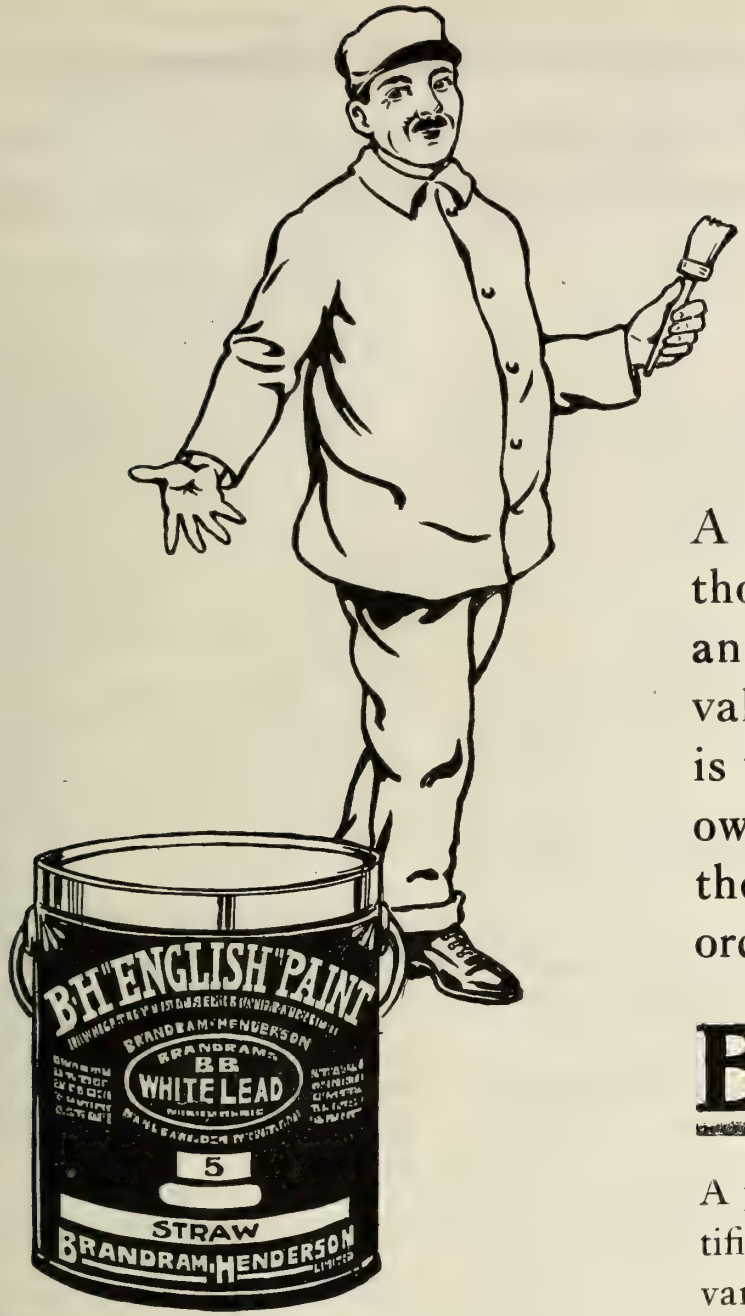
TORONTO

TORONTO, Oct. 25. — While there have been few changes in the commodities pertaining to the paint trade during the week still the situation is a most interesting one from a number of angles. White lead in oil is in weaker tone due to the declining tendency in pig lead and this is having its bearing on other commodities. Linseed oil is in a very uncertain market. While lower prices have been quoted for future than for spot delivery the opinion is expressed that much depends on whether or not the Argentine crop of flaxseed is able to get into the American market.

Firmer Tone Evident In Linseed Oil

Toronto.

LINSEED OIL. — There has been a tendency to firmness in the market for linseed oil during the week as indicated by the advance on the part of one of the large dealers from a quotation of $1.36 to $1.40 per gallon for raw oil in single barrel lots. Quotations were still being made on the basis of $1.37 per gallon in single barrel lots in some quarters and the higher range was on the basis of $1.41 per gallon for raw linseed oil in single barrel lots. There was an upward tendency in the seed market during the week, seed for October shipment being quoted on Thursday of last week at $2.95 and at the close of the market on Wednesday of this week



The Paint That Pleases The Experts

A master painter who has used thousands of gallons of paint is an excellent judge of paint values, and his recommendation is valuable in confirming your own judgment. What pleases the expert will please the ordinary consumer.

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

A pure paint, made according to a scientifically correct formula, which never varies, always gives maximum protection and durability when properly applied. It pleases the expert because it is reliable. It will please your average customer for the same reason.

If we are not represented in your town, we will be pleased to hear from you.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

at $3.10½ per bushel. As pointed out by men closely identified with the oil industry much depends on future oil whether or not Argentine seed can be brought into the American market. There is a good crop reported in the Argentine, but should bottoms not be obtainable to carry the seed to the United States it might just as well not be a good crop so far as the effect on the market goes. If this seed can be brought in future oil will probably be lower. If it cannot be brought into the American market prices will be firm and probably higher. There has been a fairly good demand for spot oil.

	Raw. Imp. Gal.	Boiled. Imp. Gal.
1 to 2 bb's.	$1.37-$1.41	$1.40-$1.44
3 to 5 bbls.	1.36- 1.40	1.39- 1.43
6 to 9 bbls.	1.34- 1.38	1.37- 1.41

Higher Prices Again For Turpentine

Toronto.

TURPENTINE.—A firmer tendency in the turpentine market worked out toward higher prices locally, the range having been increased 4c on the lower quotation and 2c per gallon the higher quotation, leaving the market at time of writing at 74c to 77c in single barrel lots. There was a continued strong situation in the primary market during the week with the exception of Wednesday when slightly lower quotations were made than those prevailing for some days previous. However, this may only be a passing phase of the market. Dealers locally express the opinion that turpentine has probably reached the high point of the season in the primary market and do not look for prices to change much for some time to come. Demand has been light with stocks low.

	Imp. gal.
1 barrel	$0.74-$0.77
2 to 4 barrels	0.73- 0.76
5 gallon lots	0.82- 0.85

Mixed Paints In Fair Demand

Toronto.

MIXED PAINTS.—It will be borne in mind that owing to the unsettled conditions regarding white lead in oil the future price of paint may be somewhat uncertain. The retail trade, it is to be assumed, is in a fair way to handle the business incident to the fall trade, and orders coming here are reported fair. It is learned that the sorting demand is better in some instances and there has also been an increased number of bookings as for spring delivery.

White Lead In Oil Continues Unsettled

Toronto.

WHITE LEAD IN OIL.—While there are no new quotations available for the week, it is interesting to note that a weaker tendency is noted in pig lead. As stated last week this was a factor in the previously reported lowering of the finished lead and as there is yet an unsettled tone in connection with this, it is to be expected that some new price basis may soon be reached. At the moment there is not a great demand, but some orders of a sorting nature are being received. Quotations are still being made as follows: Ton lots at $17.50; smaller quantities, $17.80 per 100 pounds.

Glass And Putty Holding Steady

Toronto.

GLASS, PUTTY. — The firm situation in glass continued during the week without any further price changes taking place. Some jobbers continue to quote only when they see specifications. Assertions are made by dealers that the present cost to the trade is about equal to the manufacturers' cost to the wholesale house. Stocks are reported to be getting low and the time may not be distant when wholesalers will again have to make purchases at the high prices now prevailing in the American market. Demand for glass has been fairly good, for use largely in winter repair work. Putty remains unchanged in steady market at prices given in current quotations.

Varnish Shellac And Gum Shellac Down

Toronto.

SHELLAC. — Lower quotations were made during the week on varnish shellac and gum shellac. Varnish shellac has been reduced 25c per gallon and pure white is now quoted at $4 per gallon and pure orange at $3.75 per gallon. Gum shellac shows an easier tendency. TN being quoted at 60c per pound and finest white at 70c per pound, which represents a decline of 6c to 9c per pound. Lower quotations were induced by an easier condition in the primary market.

THIRTY YEARS IN BABBITTS

(Continued from page 30.)

Regardless of their constituent elements, babbitts which register alike in the above physical properties will give like results under like conditions of service.

To obtain results from babbitt metals such as will enable one to guarantee efficiency there must be extreme care taken and scientifically correct methods adopted to assure a uniform alloy. In order of procedure, these methods usually are:

First, the metals to be used are tested for purity by a metallurgical chemist, and when everything is found satisfactory the melting process begins, each particular grade being made in enormous quantities.

During the melting many tests are made to ensure a perfect chemical affinity of the mixture. After being poured and before being passed into stock it is again tested for hardness by the Brinell method and on a friction testing machine, and the babbitt must stand up to all tests or it is discarded.

Mr. Harris' experience has been gained during the last thirty years by studying all requirements, and whenever a difficult problem arose it was a pleasure to him to try and overcome same. Each problem was a step up the ladder of experience.

The lack of method of applying metal in the average machine shop is very faulty. In using babbitt metals made under scientific principles a word as to how to obtain best results may be added as a guide to the machinists. Bearings to be filled should always be dry and free from oil.

Heating the shell and mandrel to from 100 degrees to 150 degrees C. before the babbitt is poured into it tends to prevent blow holes and similar defects, and also prevents the lining from shrinking away from the shell.

Babbitt bearings must not be jarred while the metal is solidifying, since any disturbance at this temperature tends to enlargement of the crystals and corresponding brittleness.

Pour the babbitt metal at as low a temperature as is consistent with the filling of the moulds.

Red hot metal is overheated and has a tendency to form a dense grain. Avoid red hot metal.

Stir well before pouring.

Keep metal pure and do not mix with others for best results.

When peening, strike in the centre, hitting lightly and work to the outside.

In pouring have riser and pour down on the shaft.

Do not tighten upper half of box hard until bearing is settled.

Clay mixed with oil, making a putty like mass, is the best agent with which to stop up the ends, riser, and gate, as it will not cause the metal to spit or fly when it comes in contact with it.

In closing I would like to add that the quality of the bearing metal in a machine lengthens its life, and in view of this fact it is surprising that knowledge in regard to bearing metal is not more general.

WEEKLY PAINT DEPARTMENT

(Continued from page 48.)

home, if it were only explained to them the ease with which paint is applied. There is no deep dark secret involved in the application of these various finishes and the paint dealer who encourages the amateur painter will materially increase his turnover.

Selling to the amateur painter means more than the sale of a can of paint—it means also the sale of a brush. Here again is where a merchant can advise

The successful development of the paint department depends largely on the dealer. Creating the sale is by no means the finish of his work. The dealer must see that every customer who carries away a can of paint, carries also some idea as to its proper use—the importance his customers intelligently.

of it being thoroughly stirred—the value of brushing out well over the surface—the necessity of using a good brush—in fact, the user must know how to get the greatest good out of his purchase. It means satisfaction to him—it means increased sales for the merchant.

THE PAINT *for* THE FARM
YOUR BIG SELLER

Every farmer needs a general use paint. A paint that can be used on barns, fences, silos, troughs and any rough lumber. A paint that is durable, covers well and very economical. He has all these qualities in

C.P. Homestead Liquid Red

Are you familiar with our special prices on Assortment lots? A big saving to you that means larger profits. Homestead Liquid Red is linked up with our Big Consumer Campaign, and is known to all your farmer customers. It is the paint that meets their requirements and is constantly in demand.

Get your stock in now, so that you will have it when your customers want the paint. Let your customers get their supply before the roads break up, so that they can do their painting during the late Fall and Winter months.

Write us for prices or book your orders now.

If you are not a C.P. Agent, write us to-day for full particulars.

The Canada Paint Co., Limited

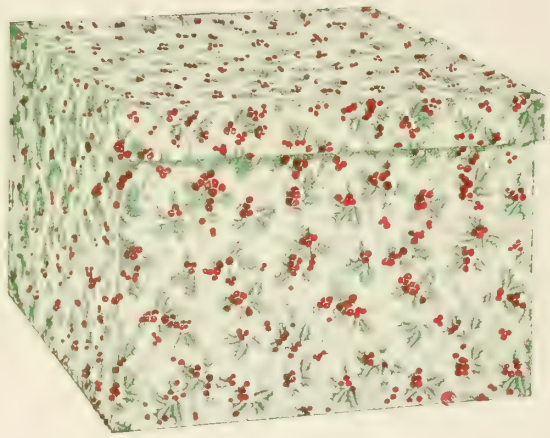
Makers of the Famous Elephant Brand White Lead.

572 William Street, Montreal 112 Sutherland Ave., Winnipeg

Another Big Business Bringer!

McClary's "Model" Teakettles

In Handsome Gift Boxes



Will Increase Christmas Sales

This year, more than ever before, the tendency of Christmas shoppers will be toward gifts of permanent worth—of practical everyday usefulness.

For this reason scores of your customers will buy McClary's "Model" Teakettles, if they're properly displayed—get one of our attractive window display cards.

Christmas trade wants something showy. Therefore without any additional expense to you we have packed our "Model" Teakettles in handsome boxes, beautifully decorated in holly design.

Get a supply of these "Model" teakettles at once. They make a sensible gift that every housewife will be glad to get and use.

Two sizes—8½ inches or 10¼ inches in diameter. Made of heavy nickel-plated copper with flat bottoms to fit any stove. Rigid handle to prevent unexpected tipping. Cover is placed on the side so hand will not come in contact with escaping steam, and is strongly hinged—always in place. This is the original type of side-filling kettle and it has the ample capacity, strength and lightness to insure good work.

NOTE: Our new prices make big business possible. If you haven't received our price list write us at once—don't wait until the rush begins.

LONDON
TORONTO
MONTREAL
HAMILTON
CALGARY

McClary's

EDMONTON
SASKATOON
WINNIPEG
ST. JOHN, N.B.
VANCOUVER

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60% .

Ford's Auger Bits, 30 and 17½%.

Gilmour Auger Bits, 50 and 5%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench No. 2, doz.	10 75	11 25
No. 3, doz.	11 50	12 15
No. 4, doz.	12 50	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....$1.40-$1.75

Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base 0 48

Rods, base ½ to 1 in. round..40-43

Tubing, seamless base........ 0 55

Tubing, iron pipe size, base ¾ in. and up to 3 in......... 0 55

Copper, iron pipe size, base ¾ in. up to 3 in............. 0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy $17 00

30-gal. Standard 13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 55½
No. 7, lb.	0 54½
Nos. 8, 9, 10, 12	0 54

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$ ....

Galvanized	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Ramsay's Paints

The Right Paint to Paint Right

Now is the time to get in line with the Ramsay man. He is always pointing upwards to the name that means greater sales and more profits for you.

Be a Ramsay agent and expand your business.

Write us for particulars

A. Ramsay & Son Company, Montreal

TORONTO Established 1842 VANCOUVER

Everything Depends on Quality

Quality has been the predominant note of the Canada Metal Co. ever since they have manufactured

SHEET LEAD

BABBITT METAL

SOLDER, LEAD PIPE

DEPENDABILITY IS THE FOUNDATION, and just now it is appropriate to mention that everything depends on quality and only the highest standard can be relied upon to give efficient service.

GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in..	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $1.90 doz.; ½ in., $2.40 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft..	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots...	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated..	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft....	28c ft.
B.T. Iron Bound, 10-14 ft...	33c ft.
B.T. Iron Bound, 16 ft.....	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.....	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

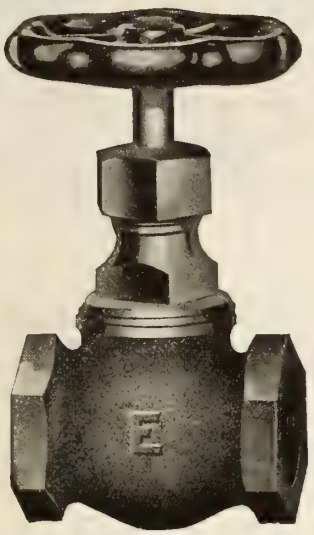
Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

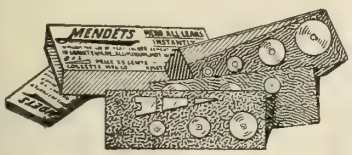
Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

Every Housewife is a Sure Buyer of

MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company

Collingwood, Ont., Canada

Christmas in 8 Weeks

Only 8 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home a battery can be used with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640		$ 0 72
	1848	0 77
	2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy Eng., unspun		20 00
U.S. Navy Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 50
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre No. 1 roll	1 25
Tarred Fibre No. 2 roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt	3 30
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15 to 17½%; Iron Burrs, 15 to 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis: ⅜ dia., 1c above basis: ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in	56½-59
5-32 in.	53½-58
3-16 in.	50½-54
¼ in. and up	49 -52½

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 10
16 gauge	12 05	10 20
18-20 gauge	12 20	10 35
22-24 gauge	12 40	10 50
26 gauge	12 60	10 65
28 gauge	12 90	10 95
10¾ ozs.	13 25	11 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters	
No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 630 (230), each	5 65

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

MADE IN CANADA

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

SOLD ON MERIT

IT'S TO YOUR ADVANTAGE

To Stock the Full Line of

MARTIN-SENOUR
PAINTS AND VARNISHES

Not only because the Martin-Senour line is recognized as the highest quality line in Canada, but because it will help

Make Your Store the Quality Store

in the eyes of the buying public of your town. It is a well-known fact that people like to buy nationally advertised goods, so by linking up your store with our strong national advertising campaign, you will be working altogether in your own interest.

Your Paint Business Can Be Increased
Let Us Show You How

Write Us for Our Dealer-Agency Proposition—It Will Interest You

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 15%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	44½-56
4-ply wrapping, lb	48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Mills Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz	45 40
Garden steel wheel, doz	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5 80
No. 9 pl. galv.	6 25
No. 12 pl. galv.	5 40
No. 13 pl. galv.	5 50
No. 9 coil sp.	5 35
No. 12 coil sp.	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

JAP-A-LAC

—the name that guides the housewife in her buying of household finishes of all kinds

There was a day and not long ago when Jap-a-lac represented to the dealer and to the housewife as well, a good varnish stain which had a wide range of uses around the home. To-day Jap-a-lac means far and away more.

Gold and Aluminum
White Enamels
Colored Enamels
Black Enamels
Varnish Stains
Stove Pipe Enamel

Jap-a-lac won its spurs as a varnish stain and became a household word in thousands of Canadian homes as such.

What Jap-a-lac has done in the past for one line, Jap-a-lac will do in the future, and is doing to-day for all household finishes including: Gold and Aluminum Paint, White Colored and Black Enamels, Varnish Stains and the latest addition, Stove Pipe Enamel.

Are you cashing in on Jap-a-lac this fall?

Right now the good housewife is into the Fall cleaning and is in need of some of the above lines of household finishes—are you going to sell her or is your competitor?

If your stock of Jap-a-lac is not complete, a card to-day will fix you up.

A beautiful counter display carton in seven colors. Goes with an order of stove pipe enamel.

The Glidden Varnish Company, Limited
Toronto, Ontario

GLIDDEN

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.

Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal....... 3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each .$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1 75
Acme, 20 lbs., each...... 2 00
Acme, 25 lbs., each...... 2 35

F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg.... 0 15
Burnt Umber, 100 lbs...... 0 15
Raw Sienna, 100-lb. kegs.... 0 15
Burnt Sienna, 100-lb. kegs.. 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-5c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24

F.o.b. Montreal, Toronto.

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.

French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 30-32
Ground glue, No. 2, 112-lb. bags 23½-24
Do., No. 2, less than bags.. 25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 20%; retail hardware 25% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	17 30	17 50
Crown Diamond	17 30	17 50
Green Seal	17 30	17 50
Tiger Pure	17 30	17 50
Ramsay's Pure	17 30	17 50
Moore's Pure	17 30	17 50
O.P.W. Dec. Pure	17 30	17 50
Red Seal	17 30	17 50
Decorators' Pure	17 30	17 50
O.P.W. English	17 50	17 70
Elephant Genuine	17 80	18 00

B.B. Genuine Lead, less than tons, $19.55 Toronto; $19.35 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	.....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 45
Elephant, colors 3 05
B.H. English, white 3 55
B.H. English, colors 3 30
Minerva, white 3 40
Minerva, colors 3 15
Crown Diamond, white 3 30
Crown Diamond, colors 3 05
B.H. Fresco-tone, white 3 05
B.H. Fresco-tone, colors 2 85
Moore's House Colors ....
Moore's Floor Paint ....
Moore's Egyptian Paint ....
Moore's Sani-Flat ....
C.P.C. Pure, white 3 55
C.P.C. Pure, colors 3 30
O.P.W. Can. Brand, white.... 3 10
O.P.W. Can. Brand, colors... 2 90
O.P.W. Can. Brand, floor..... 2 45
O.P.W. Flat Wall, white...... 2 80
O.P.W. Flat Wall, colors..... 2 60
Ramsay's Pure, white 3 40
Ramsay's pure, colors 3 10
Martin-Senour, 100% white... 3 55
Martin-Senour, 100% colors.. 3 30
Martin-Senour, Porch Paint.. 3 30
Martin-Senour, Neutone, wht.. 3 10
Martin-Senour Neutone, col.. 2 85
Senour's Floor Paint 2 75
Sherwin-Williams, white 3 55
Sherwin-Williams, colors 3 30
Flat Tone, white 3 05
Flat Tone, colors 2 85
Lowe Bros. H.S., white....... 3 55
Lowe Bros. H.S., colors....... 3 30
Mellotone, white 3 10
Mellotone, colors 2 95
Sanitone, white 3 05

F.o.b. Montreal, Toronto.

PARIS GREEN Per 100 lbs. C.P.

Prices withdrawn.

600-lb. bbls. ..
250-lb. kegs ..
100-lb. drums ....
50-lb. drums ....
25-lb. drums ....
1-lb. papers.... 0 57¼ 0 60
½-lb. papers... 0 59¼ 0 62

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 65
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls.	4 30	5 00

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, 1N. 50c lb. finest orange, 80c; finest white, 70c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 2 40
O.P.W. Presto 2 65
Lingerwett 2 80-2 85
Solvo 2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins..$ 1 32
Gold Medal 2 05
B.H. Maritime Spar 4 25
B.H. Stovepipe Varnish, ½ pints, per gross 10 80
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor...... 2 75
Jasperite Interior and Exterior 2 40
Jasperite Pale Hard Oil..... 1 75
Jasperite Floor Finish 2 40
M-S Marble-Ite Floor 2 99
M-S Wood-Var 2 99
M-S Durable Spar 4 16
M-S Finest Interior 3 51
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing.... 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 20
Luxeberry spar 4 50
Ramsay's Universal 2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs....... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $5.50; colors 6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX........$0 20
XX Quality 0 18
X quality 0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORED WIPING

Quality I 0 14
Quality 1A 0 12
Quality 1B 0 10
No. 5 .... 0 15
No. 6 .... 0 13
No. 7 .... 0 12
Japanese 13½

WIPING WASTE, COLORED

Fancy 16
Lion 14½
Standard 13
Popular 11¾
Keen 10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax..........$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 50
Johnsons 0 45-0 50
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. ....$2.00-$2.50
Gilders, bolted, in bbls.. 2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons ....$1.75-$2.00
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

MADE IN CANADA

DOUGALL VARNISH

The Varnish That Lasts Longest

THIS SIGN MEANS Increased Sales For The Dealer

A quality line of varnishes—a varnish for every purpose and each one guaranteed to be the best procurable for the use for which it is intended.

You'll do well to investigate this profitable line—profitable to you and profitable to your customers. Write us to-day for details—no obligation to purchase.

The Dougall Varnish Co., Ltd.

MONTREAL

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

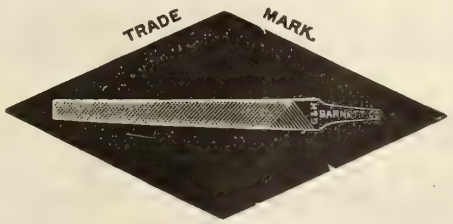
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 20	12 20
26 Am. or 26 spec.	11 90	11 90
24	11 75	11 75
22	11 75	11 75
18 and 20	11 75	11 75
16 Am.	12 00	12 00

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES; 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅝ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $18.05; less than ton lots, $18.40.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Stephens' Paints

REGISTERED TRADE MARK

Pay Good Profits, Easy to Sell and Induce Repeat Orders

When you sell a customer a can, or any quantity of STEPHENS' PAINTS you are safe in saying to him, *"If that paint doesn't give you general satisfaction I'll give you another for nothing."* The dealer need have no fear of a customer coming back with the remark, "No good." Stephens' paints always "make good."

Made of pure Linseed Oil and the best of pigment, and prepared with the utmost care by men who have been taught what's best through years of experience. It is the kind of paint people come back for again and again.

Stephens' House Paint

Throughout the length and breadth of Western Canada there's no brand of house paint that has a more favorable reputation than Stephens' brand. It has exceptional covering capacity, gives a beautiful finish, and in every way meets with the demand of the consumer. It's a paint that pays the dealer well.

Wa-Ko-Ver Stain

A colored varnish of remarkable elasticity. Wood treated with it may dent under a blow, but the finish will give with the dent without cracking. Emphasizes natural beauty of wood. It stains and varnishes at one operation. Just what your customers want.

An attractive margin of profit goes to the dealer on every sale, and its good reputation makes it a quick and easy seller. Get our attractive agency proposition. Write without delay.

G. F. STEPHENS & CO.
LIMITED

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

If interested, tear out this page and keep with letters to be answered.

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Canada Metal Co., Ltd., Toronto

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Canada Metal Co., Ltd., Toronto

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Dominion Belting Co., Hamilton
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Steel Co. of Canada, Ltd., Hamilton
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The Stanley Works, New Britain, Conn.
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Higher Freight Rates Necessary

AS the result of an interview with A. W. Smithers, Chairman of the Grand Trunk Railway System, The Financial Post printed a strong and interesting article, presenting arguments to show the imperative need of Canadian railways, and the Grand Trunk particularly, for an increase in freight rates, if higher efficiency is to be maintained and if they are to play an effective part in the movement of all manufactured and agricultural products. Mr. Smithers criticizes the Railway Commission for its lack of action in no uncertain language. Further, he says that not only are the railways threatened, but conditions are being created which will be very discouraging to that supply of foreign capital which Canada may need to continue her development after the war. The Financial Post draws the conclusion that in view of the attitude taken, the Railway Commission lays itself open to the charge of intentionally allowing the Grand Trunk to get into difficulties in order that it may be added to the Government railway systems at a price below its market value. This is the only interview of any account given by Mr. Smithers to Canadian newspapers.

What Toronto Has Lost Through Criticism.

Presenting a new and interesting view of the effect of a critical attitude in discouraging industrial developments. The attitude towards big enterprises in Toronto is contrasted with that in Montreal, and instances are given to show how the Queen City has lost a number of very important industries to other cities.

World's Trade for Paper Mills.

Through the Canadian Export Paper Company, which was formed by some of the Canadian book manufacturers, it is hoped to develop a world market for Canadian pulp and paper. G. F. Steele, the general manager of the company, informs THE FINANCIAL POST that it is planned to extend the Canadian paper trade to every civilized country in the world.

Russell Company's Annual Statement.

THE FINANCIAL POST prints the first review of the annual statement of the Russell Motor Company. This statement is of particular interest to the investing public owing to the large part which shell manufactures have played in the company's affairs.

May Pool Flour Profits.

In connection with the order of the Food Controller, reducing the margin of profit on flour to 25 cents per barrel, a proposal is being considered for pooling the profits of the different mills in order that these profits can be evenly distributed throughout the trade. As it is, the setting of a definite margin of 25 cents means that many of the big producing plants will be able to sell at a living profit, but in the case of many smaller millers it would not be possible with the margin of profits cut so fine.

Amateur Meddling in the United States.

Agnes C. Laut deals with some interesting phases of the price-fixing effort in the United States. Her article tends to prove that efforts of price regulation have resulted in upsetting business and handicapping production.

The Crisis in the Sugar Situation.

Developments recently have been such that the Canadian refiners are not now allowed to bid for available stocks of Cuban raws, and the outlook is that there will be a rather serious shortage of sugar in this country.

The foregoing are only a few of the exclusive features of Oct. 20 issue of The Financial Post. Attention may be directed to other exclusive articles, such as: Conscription of Wealth Will Not Pay for War; The Rapid Rise of "Hurry-Up" Hurley; the Agricultural Outlook, by F. M. Chapman; the Business Outlook; an Autobus Experiment in the Maritimes, etc.

These specials are in addition to the special regular departments of The Financial Post, compiled and arranged for the interest of the investor.

NO matter what your age or business, THE FINANCIAL POST (mailed every Friday) is for you—to enrich your mind, to deepen your thinking, to broaden your field of knowledge and endeavor.

THE FINANCIAL POST OF CANADA, ...1917
143-153 University Avenue, Toronto.

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Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

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Laidlaw Bale-Tie Co., Ltd., Ham-

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Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
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Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

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Canada Metal Co., Ltd., Toronto, Ont.

Battery Testers
Canadian Carbon Co., Ltd., Toronto.

Battery Switches
Canadian Carbon Co., Ltd., Toronto

Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

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Caverhill, Learmont & Co., Montreal
Russell Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Block Tin Pipe
Canada Metal Co., Ltd., Toronto

Block Planes
National Machinery & Supply Co., Hamilton

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt

Boiler Compound
Prairie City Oil Co., Winnipeg

Boilers
Pease Foundry Co., Ltd., Toronto

Boiler Taps
Wells Bros. of Canada, Galt

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Wilkinson & Kompass, Hamilton

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J. E. Beauchamp & Co., Montreal
Penney & Smith, New York
The Stanley Works, New Britain, Conn.

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J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.

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Dupont Powder Co., Wilmington, Del.

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Jenkins Bros., Ltd., Montreal

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
Toronto Lock Co., Toronto.

Brass Rods
A. C. Leslie & Co., Ltd., Montreal

Brass Sheets
A. C. Leslie & Co., Ltd., Montreal

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus

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L. S. Starrett Co., Athol, Mass.

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Wells Bros. of Canada, Galt.

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Aylmer Pump & Scale Co., Aylmer, Ont.

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J. H. McComb, Ltd., Montreal, Que.
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Walter Belyea, Winnipeg

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Walter Woods & Co., Hamilton

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Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

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Atlas Mfg. Co., New Haven, Conn.

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Atlas Mfg. Co., New Haven, Conn.

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Hyslop Bros., Toronto

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Steel Co. of Canada, Ltd., Hamilton
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Wrought Washer Mfg. Co., Milwaukee, Wis.

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Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.

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Landers, Frary & Clark, New Britain, Conn.
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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Megantic Broom Co., Lake Megantic, Que.
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Walter Woods & Co., Hamilton

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Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

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Allith Mfg. Co., Ltd., Hamilton
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Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
Toronto Lock Co., Toronto.
The Stanley Works, New Britain, Conn.

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Spielmann Agencies Ltd., Montreal

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Northern Electric Co., Ltd., Montreal

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Dominion Belting Co., Hamilton

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Gipe-Hazard Store Service Co., Toronto

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Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

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Canadian Fairbanks-Morse Co., Ltd., Montreal

Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Cast Iron Holloware
Canada Foundries & Forgings, Brockville

Casters, Bed
Canada Foundries & Forgings, Brockville

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D. Ackland & Son, Ltd., Winnipeg

Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg

Carriage Tires
Gutta Percha & Rubber, Limited. Toronto

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Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
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Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

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Toronto Lock Co., Toronto.

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Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto

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Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.

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Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg

Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.

Calks
D. Ackland & Son. Winnipeg

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

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Stratford Mfg. Co., Stratford

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Thos. Davidson Mfg. Co., Ltd., Montreal

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Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Canning Machines
Louis McLain Co., Ltd., Winnipeg

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The Carborundum Co., Niagara Falls, N.Y.

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Stratford Mfg. Co., Ltd., Stratford

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National Stamping & Electric Works, Chicago

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Toronto Lock Mfg. Co., Toronto

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Toronto Lock Mfg. Co., Toronto

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Canoe Headlights
Canada Carbon Co., Ltd., Toronto

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Plewes Ltd., Winnipeg

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Pedlar People, Ltd., Oshawa, Ont.
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Stanley Rule & Level Co., New Britain, Conn.

Cement
Waller Belyea, Winnipeg

Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

Man-Size Conversation

Something about Jones---The Test Question that Silenced Jennings---Where Jones gets the information that makes him listened to when he speaks.

AFTER the little group had finished their cigars, and were about to separate, each going his own way, Brown said to Smith: "Wasn't Jones great? And didn't he put it all over Know-It-All Jennings?"

It was just such a group of men as you see gathered every day round a luncheon table, or in the club lounge; and the theme of the conversation was likewise common enough—the present business situation, and the probable situation when Peace is made.

At first every man had opinions to declare, but most of all Jennings. Jones was, at the beginning, the silent one. But at a point when Jennings, with his usual cocksureness, was voicing some extravagant views, Jones rather jolted him by asking him, "What is your authority?" And Jennings didn't have authority—nothing more than opinions.

It was then that Jones began to talk, and his tactful, well-informed views and statements instantly commanded the attention of every man round the table; for every man was learning. Even Jennings had the grace to keep quiet, for he knew he was listening to a better-informed man.

Jones has a staggering question to put to men with opinions which they express boldly and confidently. It is: "What is your authority? Your opinions are no better than your information." The average man expressing opinions doesn't possess much solid information; he just "feels" that way.

Every man not an idler is interested in Business—first, in his own business; second, in the Nation's business. Whether he be a retailer in a country town; or a manufacturer; or a lawyer advising clients on investments; or a bond-dealer needing to know much about the many factors that affect prices; or a banker; or a private investor whose funds, invested or waiting investments, are his main source of income; he is interested in Business, and he needs information—the real stuff which is the basis of opinion.

Where can each get the kind and amount of information desired?

Let him get it where Jones gets much of his information —from THE FINANCIAL POST OF CANADA.

Jones does a good deal more than just pay $3 to get this paper every Saturday; he *reads* it. To him the POST is the newspaper prized most of all. He sets aside a certain set time each week for reading it. It satisfies him because its views are based on information, and information is the POST'S chief material.

The POST keeps Jones soundly and broadly informed about the business affairs of the country. He finds that the POST takes a business-like view of all questions; that it is not influenced by any political factions or "interests," that it tells the truth whether the readers like it or not. He knows that little of importance will occur in connection with the business of the country without enlightening information or comment appearing in the POST.

He gets the best-informed news about listed and other securities, in the POST:—Milling, Transportation, Pulp and Paper, Iron and Steel, Electrical Enterprises; and so on. This weekly Security News he finds is of an authoritative character —usually signed—prepared by specialists, who, from the nature of their daily work, are in intimate touch with the factors that affect prices, and with high-up or well-informed men who have *knowledge*.

Jones finds no other paper in Canada attempting to give the service the POST does in relation to listed securities.

Jones finds the POST'S editorial page stimulating. He enjoys the biographical stories of Big Men which appear in the POST. The article each week by Agnes Laut gives him information gathered by one of the best informed and highest paid writers in America. In short, for Jones the POST is a treasury of information about Business; and it is Business by which Jones earns his bread and butter and something more.

When Jones mingles with his fellow men, and Business is the Theme of Conversation, most men are willing to listen to him, because his opinions are based on sound and reliable information.

Now, what is the application of all this? It is that you, the reader of this advertisement, may also make yourself a well-informed man about *Business—by reading THE FINANCIAL POST.* The $3 it costs per year is neither here nor there to the man who really wants to *know*—to have knowledge about matters and markets pertaining to his own business; and about the Country's business.

If you want your opinions to be well-informed; if you want a wide knowledge of Business; let the POST go to your home each Saturday. Sign the coupon below. Send no money now. Have the bill go forward in the usual way.

The Financial Post OF CANADA

The MacLean Publishing Co., Ltd.,
143-153 University Ave., Toronto.

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Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
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Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
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Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
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Walter Woods & Co., Hamilton
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Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
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Toronto Pottery Co., Ltd., Toronto
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Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
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Tallman Brass & Metal Co., Hamilton
Copper Sheets
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Tallman Brass & Metal Co., Hamilton
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Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
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Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
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The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
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Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
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B. Greening Wire Co., Ltd., Hamilton
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Concrete Paint
G. F. Stephens & Co., Winnipeg
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Canadian Steel & Wire Co., Hamilton, Ont.
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Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
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Canadian Carbon Co., Hamilton
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Wheeler & Bain, Toronto
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Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
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Wilkinson & Kompass, Hamilton
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Winnipeg Ceiling & Roofing Co., Winnipeg
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Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
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Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
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Benny & Smith, New York
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Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
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Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
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The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
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Doors, Kalamemed
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Metallic Roofing Co., Toronto and Winnipeg
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Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
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Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
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Canadian Winkley Co., Windsor
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Goodell-Pratt Co., Greenfield, Mass.
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North Bros., Mfg. Co., Philadelphia, Pa.
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Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
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Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
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Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
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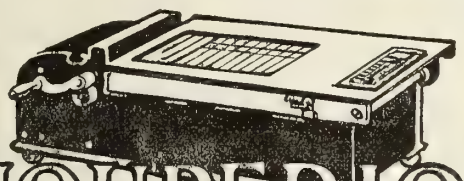
The "Shouperior" System is to-day being adopted by many of the most important concerns in this country as being the most efficient and economical method of executing their business records. It will serve you equally well.



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If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock

Dumb Waiters
Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Electric Vacuum Cleaners
McDonald & Wilson, Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Eave Trough
Toronto Lock Co., Toronto.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto

Explosives
Dupont Powder Co., Wilmington, Del.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto

Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

Figured Glass
Consolidated Plate Glass Co., Toronto

Fittings
Pease Foundry Co., Ltd., Toronto

Fittings, Wire Door
Toronto Lock Co., Toronto.

Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Filters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Flue Liners
Toronto Pottery Co., Ltd., Toronto

Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford

Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

Escaped from Germany

AN escaped prisoner tells the story of his fearful experiences in Germany in MACLEAN'S MAGAZINE for November; and gives a vivid picture of conditions in Germany as he saw them. He got out by way of Holland after appalling perils and hardships. In Holland, he was photographed, but so altered was he that his wife quite failed to recognize him in this photograph. Read this story of this Canadian soldier's escape. It is gripping stuff—a rare tale.

Canadian Finances After the War

WILL business in Canada collapse when peace comes? It may. What do the big men say? What do they know? What do you think? Are your opinions well informed? The subject is of the greatest possible importance, and you will get light and leading by reading the contribution of Col. John Bayne Maclean, who has taken the trouble to get the opinion of the biggest and most highly placed men in Canada to help him prepare his article.

Back from the Arctic

WILLIAM THOMPSON, representing the American Geographical Society, was this year in the Arctic Regions. He went to the delta of the Mackenzie River, and took many excellent pictures of the country and its Eskimo inhabitants. He makes the November MACLEAN'S the vehicle of many of his pictures and for an account of his journey. Read what this Arctic scientist has to tell us about a remote part of our land.

Slackers and Conscription

WHAT is your attitude towards the draft? You have positive opinions, of course. How do they square with Miss Laut's as they are expressed in her ringing article on Slackers in the November MACLEAN'S?

The Nation's Business

THIS is a new feature—a fearless, well-informed survey of national affairs. What we all want is an outspoken—but not vindictive—and clear-visioned presentation of factors and facts affecting our national, political and economic welfare.

Sketches of Trench Life

By Gunner McRitchie

MCRITCHIE was a cartoonist on a Western Canada daily before he went overseas. He has done a number of sketches of trench life "On the Spot," and these he has sent home, for publication in MACLEAN'S MAGAZINE. They're interesting and good.

The Late Sir Mortimer Clark

BEFORE he died, a few weeks ago, the late Sir Mortimer Clark, eminent jurist and an ex-Lieutenant-Governor of Ontario, wrote for MACLEAN'S an article on "Safeguarding Your Heirs." It has to do with the functions, service and safety of Trust Companies as executors of estates. This article by a man so distinguished, so cautious, so able, and so wise a counsellor, can be of first-rate value to every man perplexed with the problem of how his estate can be safely and prudently administered after he, the testator, has passed from this life.

A Complete Novelette

By Peter B. Kyne

HIS story in the November MACLEAN'S is a thunderingly good story of lumbermen and lumbering. Red blood is in this tale of business. R. M. Brinkerhoff illustrates it.

Short Story

By Ethel Watts Mumford

THE writer of this short story—the first of a delightful series by this author to appear in MACLEAN'S—is very well known among short story writers. Delicate fancy, wholesomeness, freshness and finished workmanship characterize all her work.

Short Story

By W. A. Fraser

A MIGHTILY well-written story of India—the kind that we all delight in; tense, bewildering, and lots of action. Fraser never wrote a better short story than this. Ben Ward illustrates it.

Hendryx and Oppenheim

SERIALISTS

"THE Gun Brand," by Hendryx, comes to an end in the November issue. Oppenheim's greatest story, "The Pawns Count," is continued. Oppenheim's story is the biggest single feature ever secured by MACLEAN'S.

MACLEAN'S MAGAZINE

for November At All News Dealers **15c.**

CLASSIFIED LIST OF ADVERTISEMENTS

Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto

Fuse Wire
Canada Metal Co., Ltd., Toronto

Galvanizing
Toronto Lock Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipes
Canada Metal Co., Ltd., Toronto

Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.

Galvanized Fencing Staples
Western Wire & Nail Co., London

Galvanized Fence Hooks
Western Wire & Nail Co., London

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Steel Tanks
Pedlar People Limited, Oshawa

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Galvanizing
Thos. Davidson Mfg. Co., Montreal

Garage Door Holder
Toronto Lock Mfg. Co., Toronto

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville

Gas Range
Canada Stove & Foundry Co., Ltd., Montreal

Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.

Gasoline Lights
Powerlight Co., Winnipeg

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto

General Store Fittings
Cameron & Campbell, Toronto

Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto

Generators
Northern Electric Co., Montreal

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto

Glass Ware
Powerlight Co., Winnipeg

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Gloves, Rubber
Northern Electric Co., Montreal

Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal

Gloves
American Pad & Textile Co., Chatham

Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal

Graniteware Menders
Volpeek Mfg. Co.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg

Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Grain Scoops
Wakyte Mfg. Co., Winnipeg

Graining Colors
A. Ramsay & Son Co., Montreal

Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.

Grates, Coal
Toronto Lock Co., Toronto.

Greases, Transmission
Prairie City Oil Co., Winnipeg

Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.

Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Handles
Walter Belyea, Winnipeg

Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Tags
Wells Bros. Co. of Canada, Galt

Handscrews
National Machinery & Supply Co., Hamilton

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg

Hard Oil Finish
A. Ramsay & Son Co., Montreal

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.

Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg

Hardware Store Fittings
Cameron & Campbell, Toronto

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harness Oil
Prairie City Oil Co., Winnipeg

Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton

Heat Generators
Pease Foundry Co., Ltd., Toronto

Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto

Hinge, Friction
Toronto Lock Mfg. Co., Toronto

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Hinges, Rixon Checking
Toronto Lock Co., Toronto.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Hollow Wire Systems
Powerlight Co., Winnipeg

Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.

Horse Singers
Collins Mfg. Co., Toronto

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal

Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Horse Nails
D. Ackland & Son, Winnipeg

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

House Paints
G. F. Stephens & Co., Winnipeg

Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Ice Scrapers
James Bros. Co., Perth

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

CLASSIFIED LISTS OF ADVERTISEMENTS

Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd. Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton
Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marbie Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Alymer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
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Lamp Black
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Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
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Branwell Hoxie Wire Fence Co., Hamilton
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Lawn Settees
Beauchamp, J. E., Montreal
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Canada Foundries & Forgings, Brockville
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Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
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H. Disston & Sons, Toronto
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Stanley Rule & Level Co., New Britain, Conn.
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Stanley Rule & Level Co., New Britain, Conn.
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Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
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Canadian National Carbon Co., Toronto
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Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
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Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
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Imperial Oil Co., Toronto
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Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
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Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
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Metallic Roofing Co., Toronto and Winnipeg
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Ontario Oil & Turpentine Co., Toronto
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Benjamin Moore & Co., Ltd., Toronto.
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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
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Wrought Iron Range Co., Toronto

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

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The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
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Gillette Safety Razor Co., Ltd., Montreal
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Butterfield & Co., Rock Island, Que.

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Goodell-Pratt Co., Greenfield, Mass.

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Toronto Lock Co., Toronto.

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Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

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Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

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Wells Bros. Co. of Canada, Ltd., Galt

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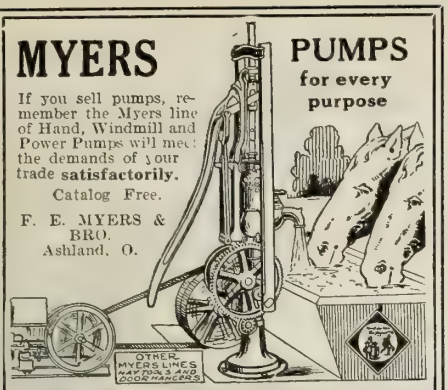

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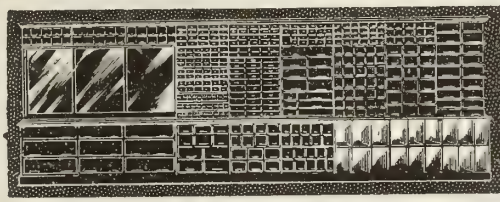

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Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
Northern Electric Co., Montreal

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.

Spark Coils
Canadian Carbon Co., Ltd., Hamilton

Spark Plugs
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Spring Hinges
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Wm. Newman & Sons, Birmingham, Eng.

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Canadian National Carbon Co., Toronto

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Canada Foundries & Forgings, Brockville
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Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
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Jas. Stewart Mfg. Co., Ltd., Woodstock

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Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal

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London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

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Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton

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Stratford Mfg. Co., Ltd., Stratford

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A. Ramsay & Son Co., Montreal
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Sherwin-Williamns Co., Montreal
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Dougall Varnish Co, Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd, Montreal
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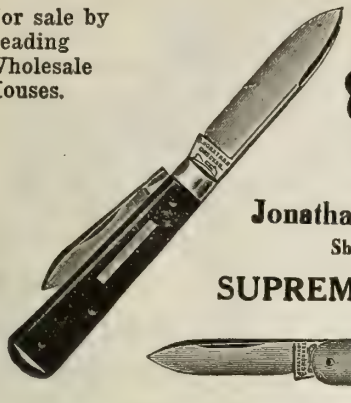

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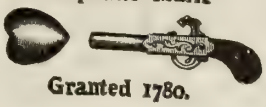

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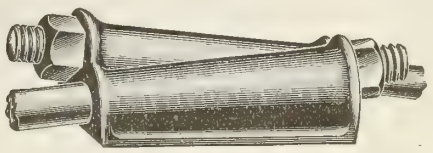

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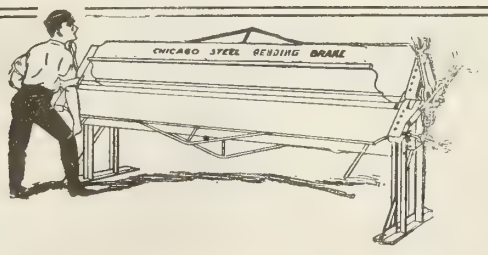

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Victor Saw Works, Ltd., Hamilton, Ont.

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Caverhill, Learmont & Co., Montreal
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Simonds Canada Saw Co., Montreal

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Simonds Canada Saw Co., Montreal

Saws, Circular
Simonds Canada Saw Co., Montreal

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Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock
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Wilkinson & Kompass, Hamilton

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Scrapers
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The Carborundum Co., Niagara Falls, N.Y.

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Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.

Screws, Apple Press
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School Seats
Canada Foundries & Forgings, Brockville

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Screens
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Canada Paint Co., Ltd., Montreal
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Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Ltd., Toronto

Shears, Garden
Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg

Sheets and Plates
American Rolling Mill Co., Middletown, Ohio

Shingle Stain
G. F. Stephens & Co., Winnipeg

Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa

Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto

Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Silverware
Oneida Community Co., Niagara Falls

Sinks
Canada Stove & Foundry Co., Ltd., Montreal

Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto

Sinks (Steel)
Canada Metal Co., Ltd., Toronto

Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Skis
Northland Ski Mfg. Co., St. Paul, Minn.

Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto

Sleighs
J. E. Beauchamp & Co., Montreal

Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal

Smokeless Boilers
Pease Foundry Co., Ltd., Toronto

Smooth Planes
National Machinery & Supply Co., Hamilton

Snaffle Bits
G. W. Mallory, Blenheim

Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal

Silver Solder
Canada Metal Co., Ltd., Toronto

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THE BEST BABBITT FOR General Machinery STANDS Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG, MAN.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

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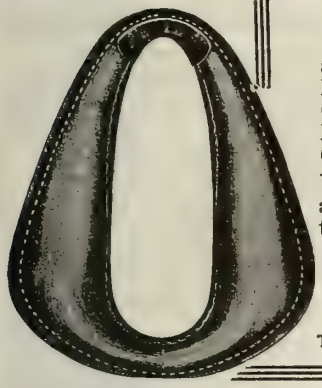

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Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

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Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

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MILL SUPPLIES
AUTOMOBILE ACCESSORIES

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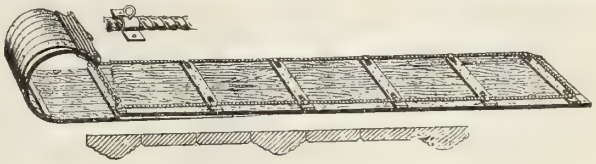

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Trucks, Hand and Platform
Jno. Watson Mfg. Co., Ltd., Winnipeg
London Foundry Co., Ltd., London, Ont.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands
Stratford Mfg. Co., Stratford, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twist Drills
Pratt & Whitney Co., Ltd., Dundas, Ont.

Twines
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Walter Woods & Co., Hamilton

Vises, Household
National Machinery & Supply Co., Hamilton

Valve Discs
Gutta Percha & Rubber, Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Valves, Brass, Iron and Cast Steel
Jenkins Bros., Ltd., Montreal

Valve Boxes
Jenkins Bros., Ltd., Montreal

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto

Valleys
Wheeler & Bain, Toronto

Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

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Berry Bros., Walkerville
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Ventilating Apparatus
Toronto Lock Co., Toronto.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Wagons for Children
Woodstock Wagon & Mfg. Co., Woodstock

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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Washing Machines, Hand
Louis McLain Co., Ltd., Winnipeg

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National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

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Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

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Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Prairie City Oil Co., Winnipeg
Scythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wash Boilers
Soren Bros., Toronto

Wash Tubs
Soren Bros., Toronto

Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg

Whitewash Outfits
Collins Mfg. C o,.Toronto

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill

Wheelbarrows
London Foundry Co., Ltd., London, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

Wall Coping
Toronto Pottery Co., Ltd., Toronto

Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John

White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
G. F. Stephens, Winnipeg, Man.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Window Glass
Canada Foundries & Forgings, Brockville
G. F. Stephens, Winnipeg, Man.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Fence Stretchers
Canadian Steel & Wire Co., Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton

Wire Staples
Canadian Steel & Wire Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Co., Ltd., Hamilton

Wire Signs
B. Greening Wire Co., Ltd., Hamilton

Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches and Accessories
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L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago. Ill.

Wooden Cold Air Gratings
Pease Foundry Co., Ltd., Toronto

Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal

Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies. Montreal

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt

Wrenches, Basin
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Chain
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Monkey
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Pipe Trims
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg

Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal

Zinc, White
G. F. Stephens & Co., Winnipeg

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

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HAMILTON, ONT.

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STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

BLUE LABEL LAMPS STAY SOLD

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TWEED SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd.,
145 St. James Street, Tweed, Ont.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Anticipate your Christmas Show Card Needs

Write W. H. STEVENSON
Stevenson Bldg., Toronto

SAY YOU SAW IT IN HARDWARE AND METAL

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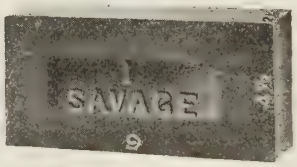


Selling Fire Brick

Every manufacturer in your town as well as every baker is a live prospect for fire brick. Here is a profitable side-line which besides giving handsome returns will help you to build business connections with the biggest buyers in your locality.
Get from us catalogues and information on the various types of fire brick and try a canvass of your manufacturers. You're bound to get business.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing.
Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works : HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED — SALESMEN (EXEMPT FROM military duty), cover Canada; well advertised and quality line. Should be familiar with electrical hardware and auto supply trade. This is a splendid connection. Write fully and interview will be arranged. Box 497, Hardware and Metal.

SALESMAN, EXPERIENCED BELT DRESSING, for Canada territory. Meritorious oil increasing transmitted power 3% to 28%. Nationally advertised. Applicant interviewed in New York City. E. R. Senn & Company, 52 Vanderbilt Avenue, New York, N.Y.

FOR SALE

HARDWARE, BOOT AND SHOE BUSINESS for sale—clean stock, good surrounding country; doing good business; good reasons for owner retiring from business. Robert Neilly, Bradford, Ont.

FOR SALE—SECOND-HAND SAFE, IN GOOD condition; a serviceable size, fitted with Yale combination lock. Further particulars apply Bindloss Hardware Store, Bindloss, Alta.

FOR SALE — 200 WHEELBARROWS, LESS wheels. If interested, would advise looking over this stock. Prices on application. McLeod & Joynt, Lucknow, Ont.

POSITION WANTED

TRAVELLER — ENERGETIC, SUCCESSFUL, excellent connection Western Ontario hardware, plumbing and machine trade, seeks kindred lines; highest references. Box 10, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

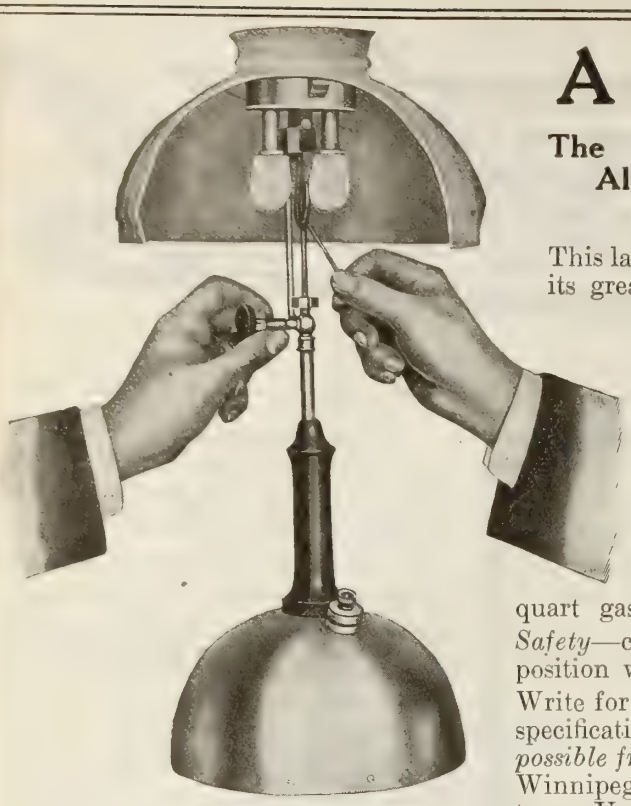
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.

HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

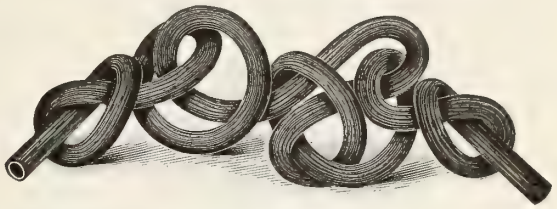
A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink



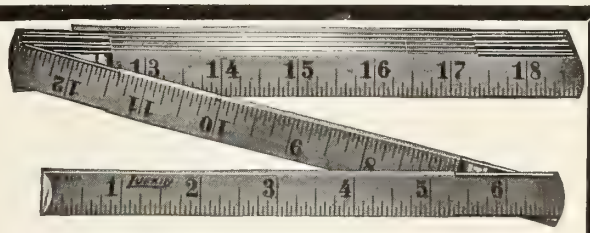
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

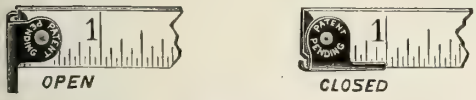
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA



The Best Rules



The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

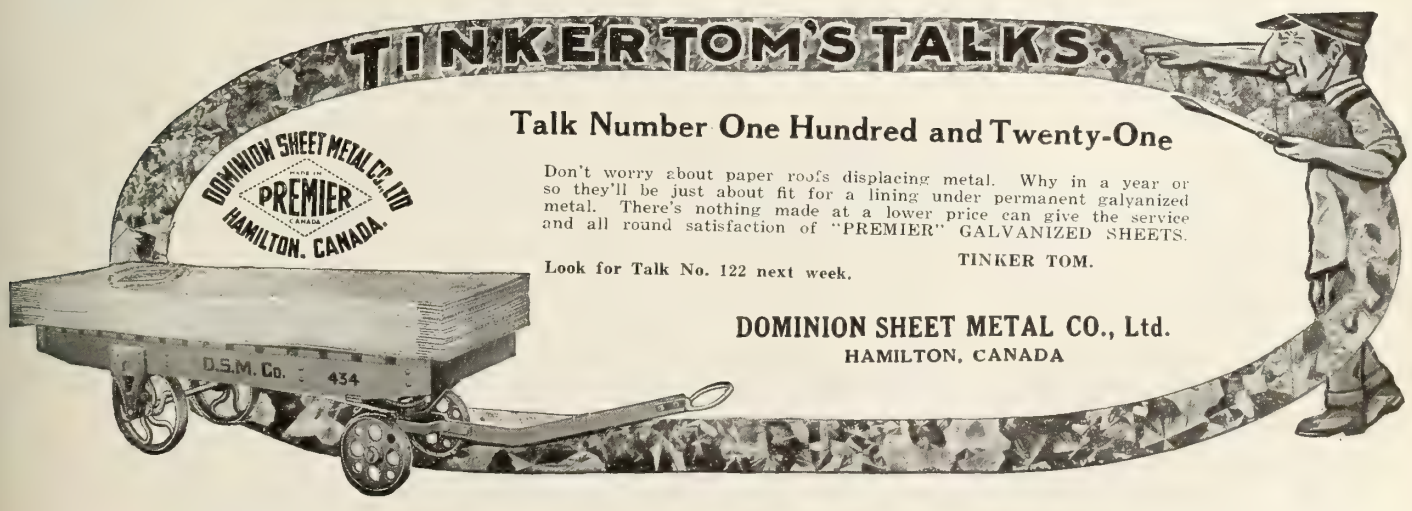
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Stocked by the Jobbers

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty-One

Don't worry about paper roofs displacing metal. Why in a year or so they'll be just about fit for a lining under permanent galvanized metal. There's nothing made at a lower price can give the service and all round satisfaction of "PREMIER" GALVANIZED SHEETS.

TINKER TOM.

Look for Talk No. 122 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

McKinnon Electric-Welded Cow Ties

Electric-Welded

Lighter

Stronger

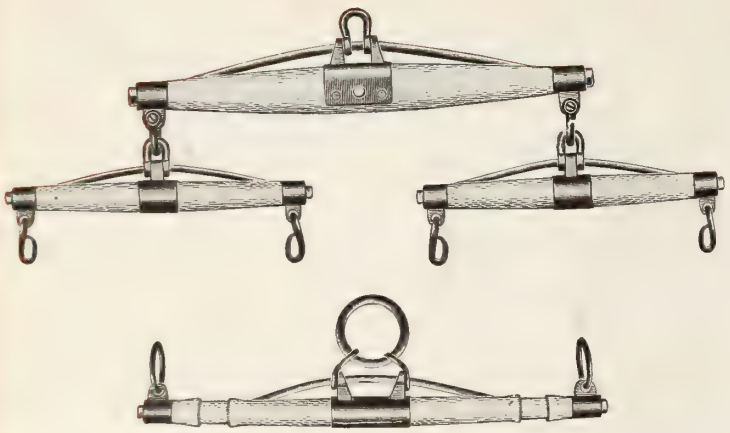
More Serviceable

Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the link adds 25% more strength and wear.
Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO



Where Might is Right

For heavy Fall ploughing, or work in the woods, economy demands the strongest equipment. You must guard against breakage.

Supply your customers with

McKINNON TRUSS ROD

Singletrees, Doubletrees, Neckyokes, Four Horse Tandem Hitches, Heavy Eveners

They are built like a bridge—the strongest possible construction. The Truss Rod takes the overload. It acts as a bow, allowing the wood to spring—no sore shoulders, even with the heaviest work. Write for prices.

McKINNON DASH CO. **St. Catharines, Ont.**

HARDWARE AND METAL

Vol. XXIX
No. 44

PUBLISHED EVERY SATURDAY SINCE 1888

November 3
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

On the back of every can appears our guarantee label.

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

It has been proved to be the correct formula for Canada's rigorous climate.

If we are not represented in your district, we will be pleased to make you an attractive agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

Over 1,000,000 Homes

Will be reached by this advertisement. Practically every man and woman who enters your store will be sending a Christmas parcel to a relative or friend Overseas.

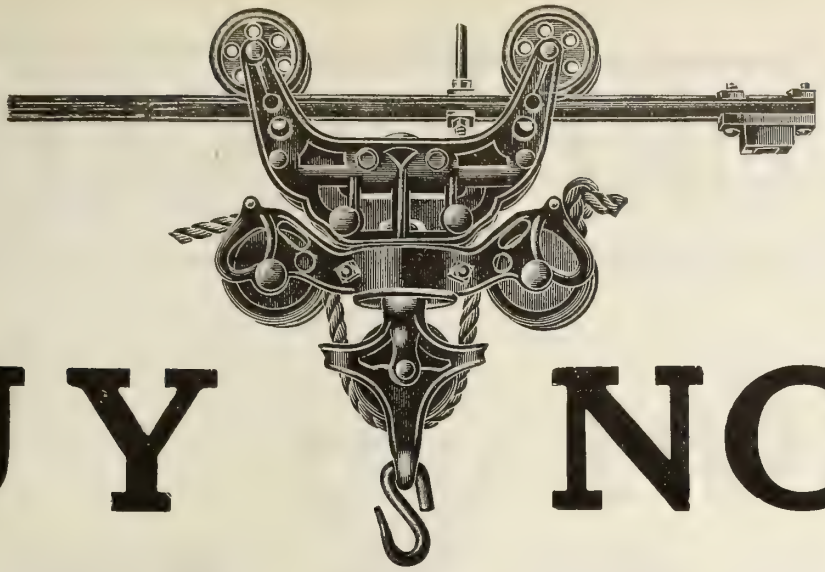
Every Overseas Christmas package should contain an AutoStrop Razor—the most practical gift of all.

Suggest this to your customers in person and by window display.

AutoStrop Safety Razor Co., Limited

83 Duke Street **Toronto**

N.B.—Remind your customers that Overseas Christmas Parcels should be in the mail before November 15th.



BUY NOW

And Be Sure of Your Supply

A BIG demand for hay tools next summer is inevitable. Almost every acre that will support a crop will be seeded. The Government has helped to solve the labor problem by supplying tractors for Fall ploughing. Crops next summer are certain to surpass all history; and there will be a demand for hay tools equally great.

The demand for hay tools has every year been larger than the year previous. Next summer's demand will far exceed that of the summer which has just passed.

There was a shortage of hay tools this summer. There will be a greater shortage next summer, because the increase in manufacture has not kept pace with the increase in crop production. The increased cost of malleable iron and the scarcity of it, as well as the scarcity of labor, prevent our increasing the production of this line as we would like. Many farmers will call at your store next summer for hay carriers and hay tool supplies. They cannot wait, for to wait means a partial loss of their crops; they must get their hay tracks, forks, pulleys, cars, rope, etc., from you or from someone else. Make sure of your supply so that you will not lose this trade. Make sure by ordering now.

If you wait, you may have to order the goods to come by express, and express charges and phone messages eat up a lot of profit.

The terms are July 1st, if for delivery not sooner than February 1st.

We will fill all orders in their turn. First come, first served. If you order now, your goods will be shipped before the goods of the dealer who puts off until the last moment.

B T
HAY CARRIERS

Pumps, Churns,
Ladders, Washers,
Barn Door Track,
Butter Workers,
Grain Grinders,
Tanks, Water Bowls.

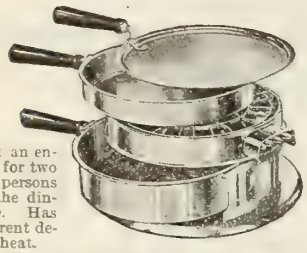
BEATTY BROS. LIMITED

FERGUS, ONT.
MONTREAL, QUE.
ST. JOHN, N.B.
WINNIPEG, MAN.
EDMONTON, ALTA.
LONDON, ONT.

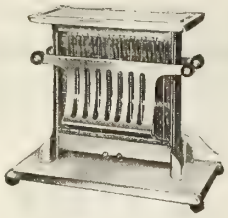
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Holiday Gifts

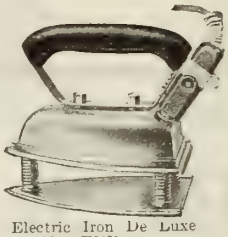


Broils, fries, toasts, stews. Will cook an entire meal for two or three persons right at the dining table. Has four different degrees of heat.
Electric 4 Heat Grill No. E984



Electric Toaster No. E946

Electric Coffee Percolator No. E963



Electric Iron De Luxe
No. E981
With Push Button Switch

Electric Coffee Urn Set
No. E9166044

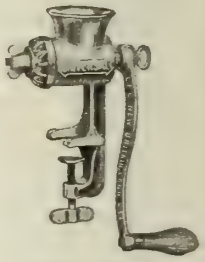
The Christmas rush for UNIVERSAL Home Needs is on. The tremendously increased demand for these goods is going to make it difficult for us to take care of everybody.

UNIVERSAL Service—includes a large stock of goods at the factory from which immediate shipments can be made and stocks should be gone over now and filled in to insure a supply to take care of the demand that is sure to come in December.

If you have not seen our increased advertising campaign on UNIVERSAL Christmas gifts we shall be glad to send descriptive folder. *Don't delay, order to-day.*

Vacuum Carafe,
No. 2822

Vacuum Bottle with extra cups in cover
No. 581 Pint, one cup,
No. 582 Quart, three cups



Food Chopper

Vacuum Food Jar
No. 811 Pint
No. 812 Quart,

Bread Maker
Made in four sizes.

Percolator
No. 476, 6 cups

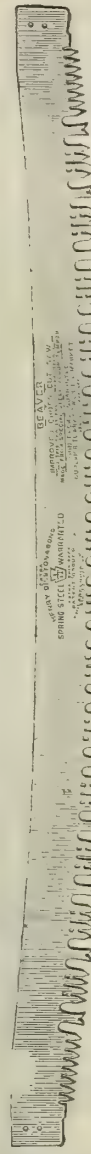
LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES: **A. MACFARLANE & CO., MONTREAL**

If interested, tear out this page and keep with letters to be answered.

LEWIS BROS. LIMITED MONTREAL

CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES



Beaver—Perforated Lance Tooth.

No. DNT—Disston Triumph—Lance Tooth.

DISSTON

CROSS-CUT SAWS

Need no introduction to Lumbermen and Tie-makers. To sawyers the word *DISSTON* is

Speed, Ease and Lasting Quality

The reputation of DISSTON CROSS-CUT SAWS has penetrated every forest in North America and their Fast Cutting and Lasting Qualities known wherever trees are felled and logs are sawed.

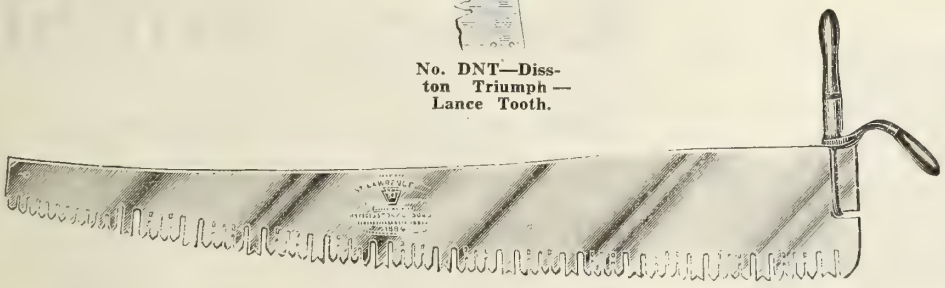
YOU

should profit by this

DISSTON REPUTATION

A great many Disston Cross-cut Saws will be sold this Fall—*Your Customers* will ask for *"Disston" Saws* and you should be in position to satisfy this demand and reap the resultant profit.

Send us your order now for these Saws—have them ready when your customers ask for them.

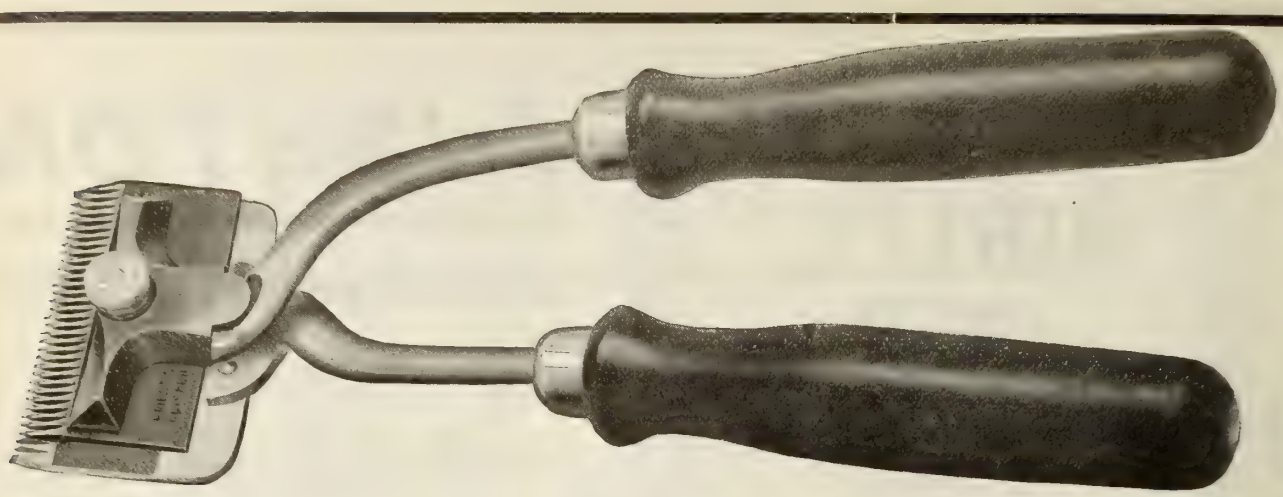


No. DOM—St. Lawrence—Perforated Lance Tooth

No. STL—St. Lawrence—Perforated Lance Tooth

Extra Refined Crucible Spring Steel; Toughened and Highly Tempered. Ground Thin on Back; Stiff Ends; Four Gauges Thinner at Centre of Back than along Tooth Edge. Will not Bind in the Kerf. Slanting Gullets Discharge the Sawdust Perfectly. Leaving a Clean Path to Cut on. No Sawdust left in cut to Pulverize and retard Sawing.

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's "Canada"

Rotary Ash Sifter

This is a strong, substantial "Rotary" Ash Sifter, made of heavy steel, galvanized after being made up.

Will not *choke* with cinders.

Now is the time to have a good stock of these on hand.

Order to-day to ensure prompt delivery.

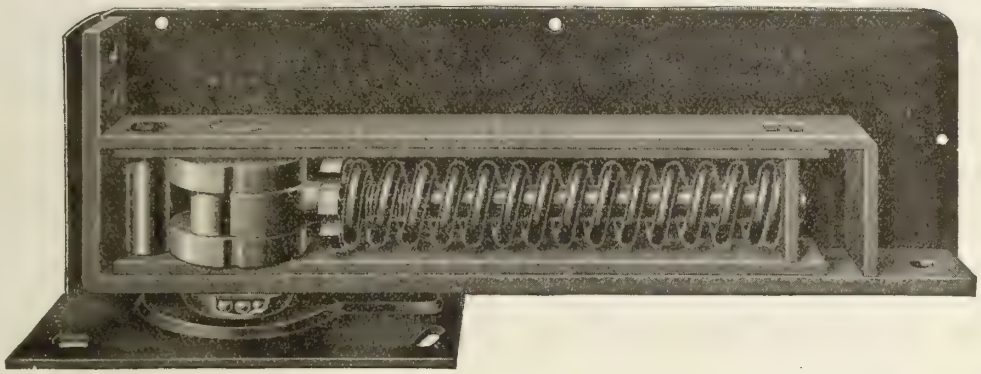
THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL WINNIPEG TORONTO

If interested, tear out this page and keep with letters to be answered.

NATIONAL MFG. CO.

No. 240 BALL-BEARING FLOOR HINGE



View showing Hinge with one side plate, back plate and floor plate attached.

Get the Builders in Town Interested

They can make or break the reputation of the builders' hardware you carry. Their opinions are certainly worth their weight in gold—home owners abide by their views, at any rate.

Show National Ball Bearing Floor Hinge. Point out its many vital features:

—the wear-saving structure of the spring
—the positive adjustment for pressure
—the systematic carriage of weight
—the ball-bearing action

This National product is just what builders have been looking for. You will find it a profitable item to carry, and to **push.**

Packed one in a box, complete with all necessary parts and illustrated directions for attaching; one dozen in a case—any finish.

Write at once.

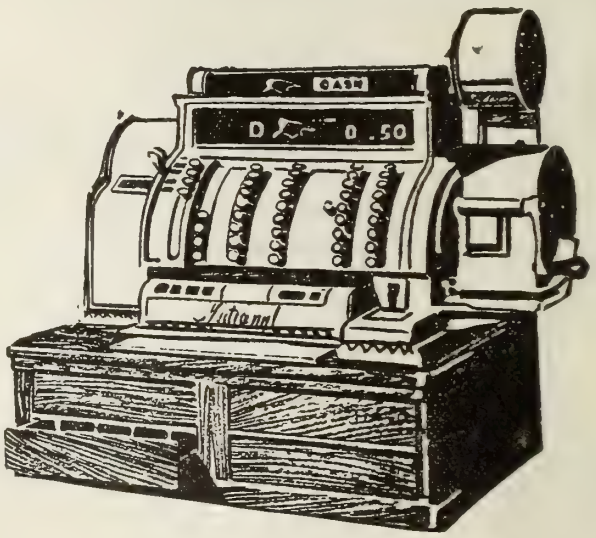
National Mfg. Co., Sterling, Ill.

If interested, tear out this page and keep with letters to be answered.

Full Profits

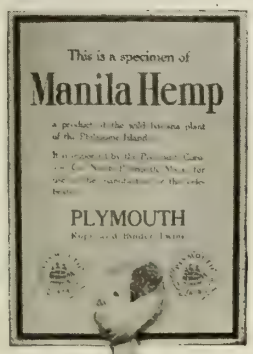
IN these days of narrow margins, a merchant must secure all his legitimate profits. Losses mean failure. Mistakes and carelessness cause losses. If a charge transaction of one dollar is lost or destroyed, the profit on a ten dollar sale is eaten up.

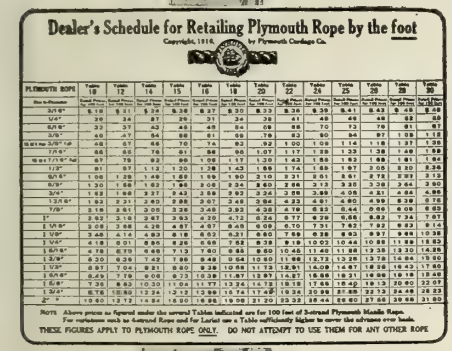
Safeguard profits. Install the National Cash Register system for protecting retail merchants. The electrically operated National Cash Register and the National Credit File are earning their way in thousands of stores to-day. Write us for full information. This request will place you under no obligation.

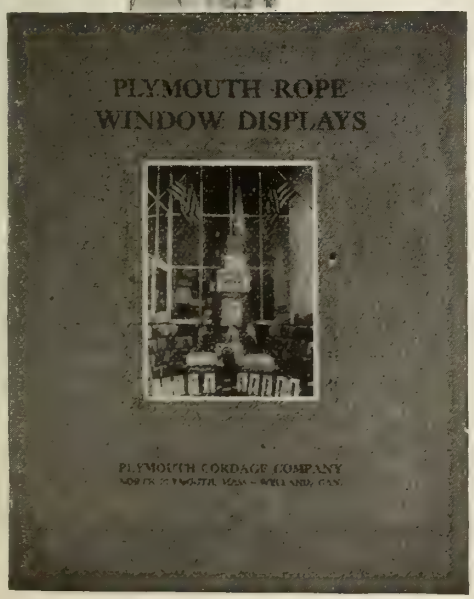


The National Cash Register Company
OF CANADA, LIMITED
Toronto **Ontario**

What Plymouth is Doing for the Dealer







There is a very vital and helpful selling service back of you if you handle Plymouth Rope. This service will enable you to increase your rope profits and to better satisfy your customers.

Plymouth Rope

has been known everywhere since 1824 as "the rope you can trust." It is becoming better known through aggressive advertising in many fields.

Plymouth is the only rope successfully sold on the "Rope-by-the-Foot" plan, a method that will return to you an increased profit and at the same time be more satisfactory to your customers.

The window displays suggested and the necessary materials furnished free will enable you to feature rope at the seasonable time. The consistent use of these displays has materially increased the business of many dealers during the past two years.

If you are interested in increasing your rope sales, in adding to your list of regular customers, write us for our "Rope-by-the-Foot" plan and our Window Display Service.

They are yours for the asking and wherever intelligently used will show an increase on the right side of the ledger.

PLYMOUTH CORDAGE COMPANY

NO. PLYMOUTH, MASS. WELLAND, CANADA

Distributors in All Large Cities

Your Business Prosperity is closely related to the Success of

Canada's Victory Loan

YOUR business prospers because your customers,—farmers, mechanics, clerks, workmen and others—have plenty of money to spend. They have plenty of money to spend because business has been good.

And business has been good largely because of the millions upon millions of dollars spent by Great Britain for Canada's natural, agricultural and manufactured products.

But Great Britain needs credit, if she is to continue spending money in Canada. Otherwise she will buy where credit is available.

Canada's Victory Bonds are being sold to the people of Canada in order that the credits Great Britain requires may be established.

This money, loaned by the people of Canada, and re-loaned by Canada to Great Britain, will find its way back to the people of Canada.

The relation between your business prosperity and the success of Canada's Victory Loan is, therefore, very close indeed. In fact, your business cannot continue to prosper as it has been prospering, unless the issue of Canada's Victory Bonds is a complete success.

Canada's Victory Bonds, moreover, are an exceptionally good investment. They earn a good rate of interest; the principal is secured by the signed pledge of Canada backed by all the resources of Canada. Any bank will lend money upon their security alone. And the Bonds can be sold at any time.

INVEST YOUR MONEY IN CANADA'S VICTORY BONDS

And take every opportunity to explain to your customers how necessary the success of Canada's Victory Loan is to their own, and their country's prosperity.

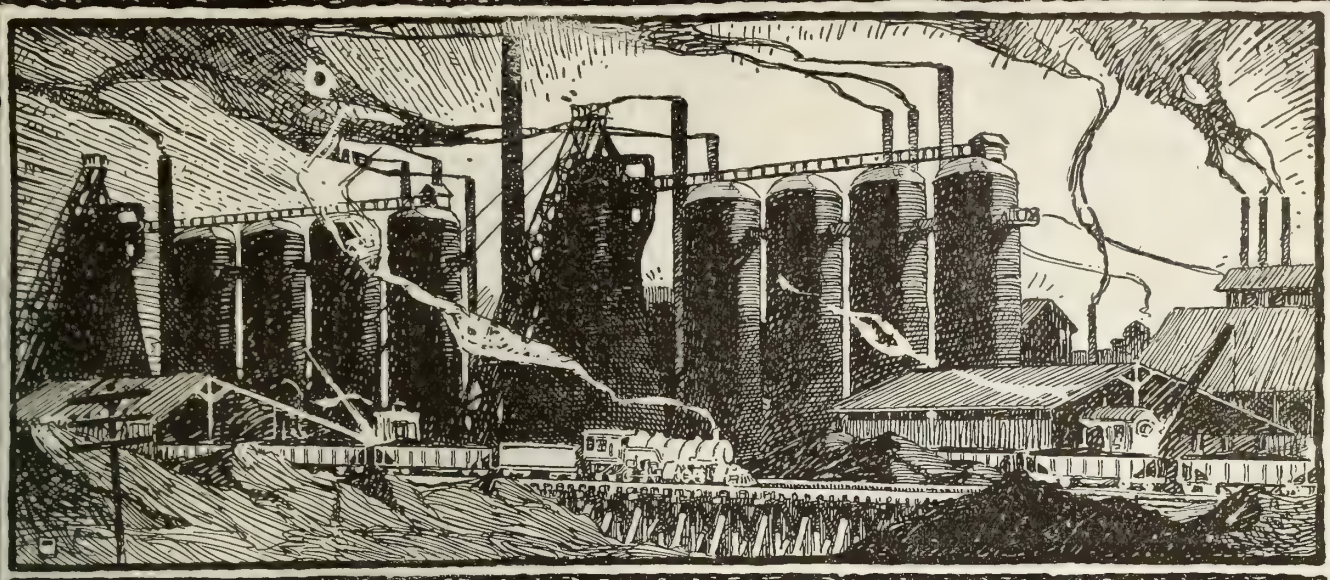
It is the part of wisdom to do so because of the reasons given. And it is a patriotic duty because Canada needs money so that she may continue to provide her fighting forces with food, clothing and munitions necessary to keep on fighting shoulder to shoulder with Great Britain and the Allies until victorious peace is achieved.

Your Banker will help you to BUY CANADA'S VICTORY BONDS to the fullest possible extent.

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada.

52

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

The better the Mechanic the more he appreciates good tools

That's because pride of craftsmanship is natural to every man.

If a man comes in to buy a file sell him a "Famous Five." He knows from experience that it is a good tool. Consequently he will respect your judgment in selling them.

"Famous Five" files are made from high carbon steel, efficiently heat-treated, ground and cut. Their qualities are standardized and therefore reliable.

Specify them when ordering.

THEY ARE:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited
Hamilton, Canada

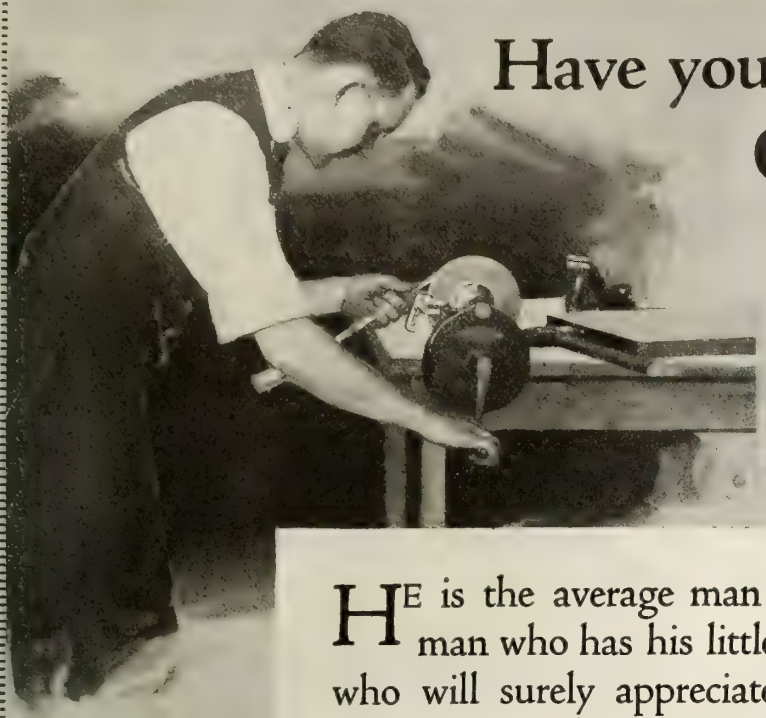
High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Have you sold this man a Carborundum Niagara Grinder?

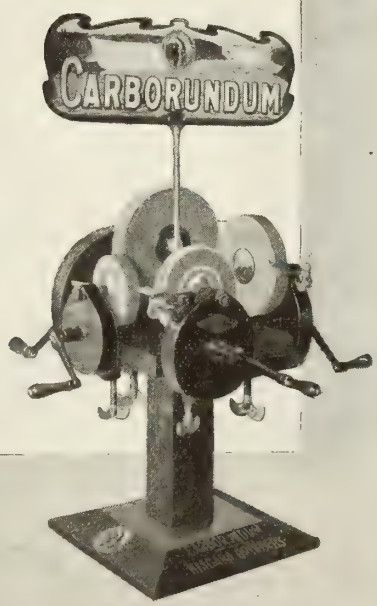
HE is the average man of the house—the man who has his little kit of pet tools and who will surely appreciate a handy, easy-running, durable grinder such as the

Carborundum Niagara Grinder

He comes into your store every day. Just show him one of the smaller models.

Show him how smoothly it runs, how well it is made. Explain that it is equipped with a genuine Carborundum wheel. Show him how the Carborundum Niagara Grinder will sharpen any edge household tool from the kitchen knives to a chisel—and your sale is made.

Have you the Carborundum Niagara Grinder Display Materials?



The Carborundum Company
Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL
TENAXAS
TIN-TOUGHENED
MASCOT
ATLAS
W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

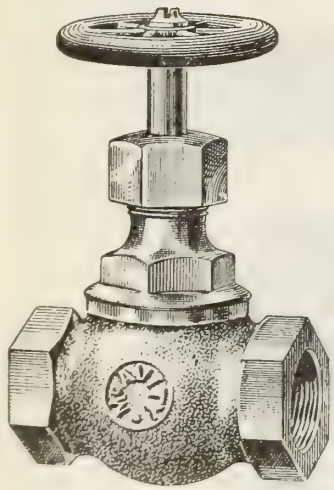
Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal
Works: Riverside Street, Montreal

McAVITY VALVES

ARE ALWAYS GOOD

—OTHER MAKES MAY BE—



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Wide-awake farmers everywhere are now keen on getting a good silo roof. The educational campaign conducted to show him how it saves 15% to 20% of his silage is bearing great fruit. The "Empire" Silo Roof is right abreast of the demand. Its metal sections can be put up by any handy man. No rafters needed. It's fire-proof, neat, and will last as long as the silo.
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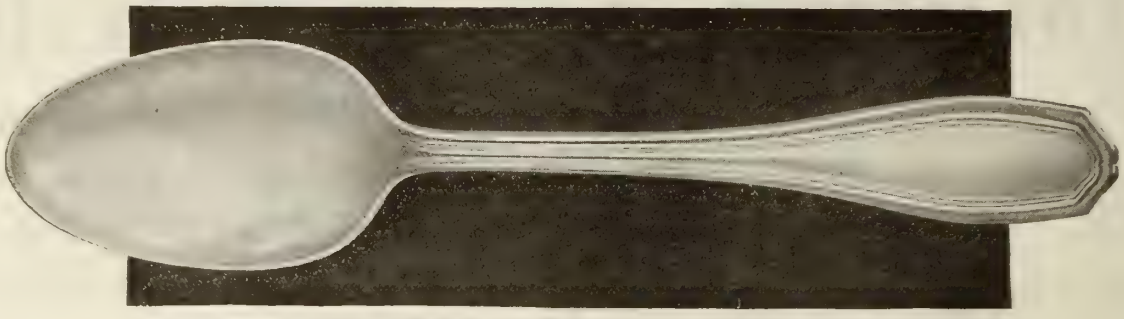

THE CLINTON, A PATTERN OF ENDURING BEAUTY, IN EVERY WAY WORTHY OF WILLIAM ROGERS AND HIS SON—TRUE TO ALL THE CRAFT IDEALS INSPIRED BY THIS HONORED NAME

TEN MILLION PEOPLE KNOW IT WELL

From coast to coast people know and admire the chaste and graceful beauty of the Clinton Pattern. We have illustrated it and featured it with full pages in The Saturday Evening Post, The Ladies' Home Journal, and the Delineator.

This advertising of ours sends customers to your store and it sends them eager to buy the Clinton Pattern, for they know it well.

Let us send you our attractive suggestions for effective window displays and our ready-made newspaper advertisements for your own use. Write for our Dealer Helps.

Display the Clinton Pattern in your window. It is a charming invitation to all who might pass by. If your stock is short, telegraph your orders at our expense. On receipt of your order we will furnish you with an artistic rotogravure window picture.

William Rogers and his Son

William Rogers Manufacturing Co. Ltd., Niagara Falls, Ontario

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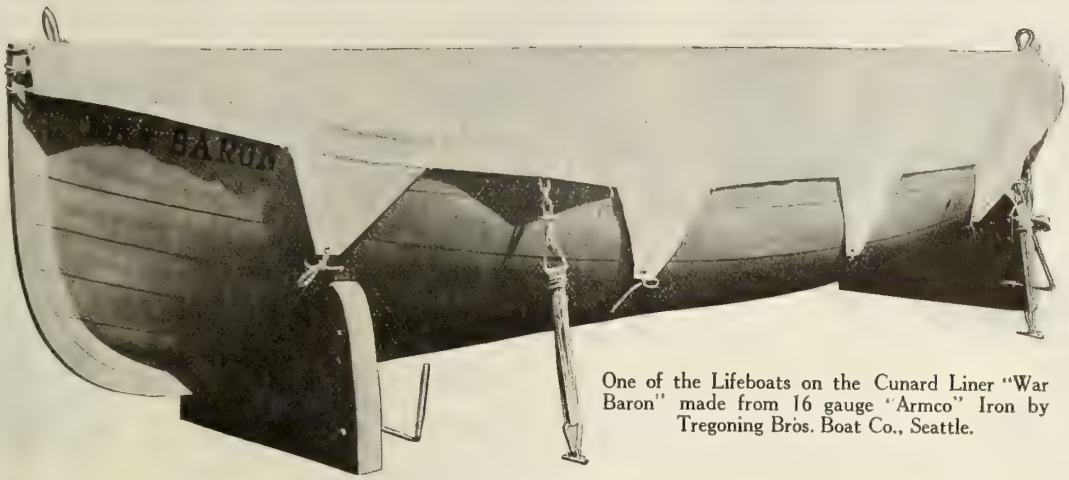
Pure Iron For Long Service



One of the Lifeboats on the Cunard Liner "War Baron" made from 16 gauge "Armco" Iron by Tregoning Bros. Boat Co., Seattle.

Purity, Evenness and Density

are now, as always, the qualities of durable iron.

In these, Armco (American Ingot) Iron is unequalled among the products of modern furnaces. Its composition is practically the same as that of the pure, old fashioned iron of our grandfathers' days. The experience of thousands of users during the past ten or twelve years points to the conclusion that it will render similar service.

From a photograph of nails taken from the hull of the Steamer "Silver Lake", sunk in the Osage River in 1863. Sound and strong after more than half a century in shallow water. Analysis shows 99.834% Pure Iron—very low contents of Carbon, Copper, Sulphur, and Manganese.

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The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Co.

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for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

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will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

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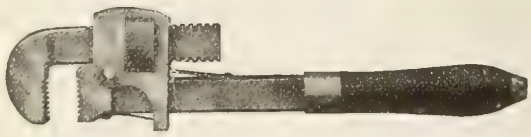
THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

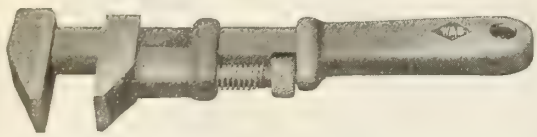


"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



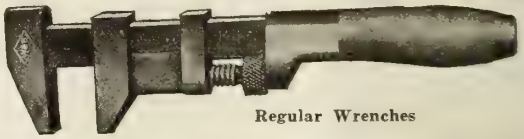
This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches

This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



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It's the Big "D" Trade-mark that Makes Your Business Good

If you can show your customers the trade-mark that stands for good ammunition—made in Canada—your ammunition stock is half sold.

Dominion Ammunition

is what nine out of ten will demand, because they know the big "D" on each box guarantees shot, shells and metallics that have been proved dependable.

If you carry a full stock of Dominion Ammunition—and there is a brand for every shooting purpose—you are linking up your business with reliable goods and Dominion-wide advertising.

Quality, dependability and the unqualified guarantee permit of no substitute for Dominion Ammunition.

Stock up now with the full line.

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1500 GOOD TOOLS

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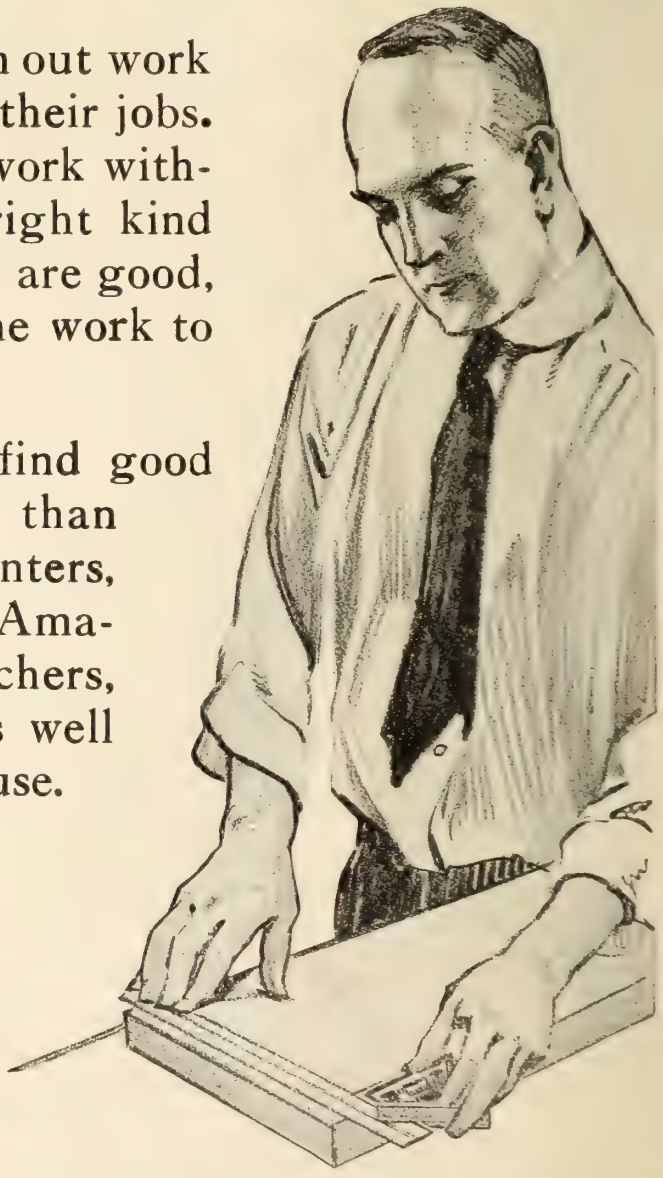
In our big red catalog you will find good tools for all kinds of jobs. More than 1500 of them. Tools for Carpenters, Machinists, Repairmen, Motorists, Amateurs, Electricians, Jewellers, Butchers, Blacksmiths, Plumbers, Glaziers, as well as many good tools for household use.



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Toolsmiths

Makers of Mr. Punch

Greenfield Mass. U.S.A.

Canadian Export Trade Prospects

Stability of Industry During Readjustment Period Guarantees High Standard of Manufacture — Introduction of New Industries, Capital and Immigration Increase Ability to Successfully Cope With Export Trade.

THE undisturbed stability of Canadian trade and industrial conditions under the trying times of the past few years of war is sufficient evidence of the high plane of efficiency in which Canadian industries operate. A big readjustment has been effected in the industrial life of the country during the past three years, and a very different application of manufacturing resources has been necessary in order that war requirements might be met. Despite these circumstances, which alone would be sufficient to establish chaotic conditions in a less efficient field, Canada's industry has developed rapidly and undergone several readjustments with little friction and no loss of prestige.

Canada's trade reports give evidence of a healthy condition of affairs indicating fully that manufacturing is the country's foremost resource. This stage has not been reached except through the medium of efficient operation and the manufacture of only high class goods. Canada's industries to-day are turning out goods that hold the field against all comers in regard to quality, and this is the reason for the good reception which Canadian merchandise is receiving in the markets of foreign countries. Canadian manufacturers are endeavoring to the best of their ability to meet the demands of export trade and some encouragement has been given them by the enthusiasm with which their goods have been received in far away parts of the world. It has long been recognized that quality is the outstanding requirement in order that the merchandise produced by any country might establish itself in foreign markets, and Canadian manufacturers are content that on this basis Canadian goods will soon be foremost in respect to export trade. To attain this end Canadian factories have been provided with all up-to-date facilities and efficiency is the watchword of industry.

Value of Grain Crop Unprecedented

An abundant field crop has been harvested in Canada this year which will guarantee the maintenance of good trade conditions for some time to come. Crops of all kinds this year are estimated in value at over one billion dollars, representing the largest price returns ever made for a crop. With a world wide need for grain and high prices prevailing it is quite evident that Canada is to be guaranteed a high place among the nations. Canada's automobile industry is also reaching extensive proportions and so important a branch of commercial life is this regarded, that United States firms are seeking to establish a connection in the field. The capital invested in automobiles in Canada at the present time is variously estimated at $135,000,000. New factories of a high class nature are being rapidly constructed to meet the ever increasing demand for automobiles. This demand increases trade in many other respects and the wealth of capital involved reflects through all other branches of commercial life.

War Conditions Develop New Industries

The shell-making industry in Canada has come and almost gone. Canadian industries have executed large orders for shells for the various Entente nations engaged in the war and have attracted much wealth to the country in this connection. Now that shell requirements have to a large extent been met, some industries are returning to normal peace-time status, though others have secured war orders for other branches of manufacture such as shipbuilding, locomotive construction, etc. The readjustment of factories has been completed without difficulty and has introduced many new industries as well as giving others a permanent basis for future operations. Shipbuilding is being carried on in Canada now on a scale never before attempted. Large numbers of wooden, steel, and concrete ships are under construction, and large sums of capital are represented in this and allied industries.

Phenomenal development has attended all branches of Canadian industry under war-time pressure and with the attraction of much capital to this country it is with no hesitation that we can say Canadian trade and commercial conditions are being elevated to a plane where they will surpass the post-war record of many of the leading nations of the world. Export trade is one of the biggest factors involved in such development and therefore the work of establishing a good connection with high class products in the foreign markets of the world is receiving the earnest attention of Canadian manufacturers.

Up to the end of 1916 Canada received war orders amounting to $1,100 000,000, and it is estimated that the amount will be at least $500.000,000 during 1917. Some of the orders received have been filled by subletting contracts in the United States just as Canadian manufacturers, according to capacity available, are getting a share of the war orders placed by the United States Government.

Tremendous Expansion of Export Trade

As result of these war orders there has been a tremendous expansion of Canada's export business, the total having increased from $430.000,000 in 1913-14 to nearly $1.200,000,000 in the year ending March, 1917—an increase of 180 per cent. The expansion in manufacturing has necessitated large imports of raw materials. During the past year the

total merchandise imports reached $845,000,000 as compared with $635,000,000 before the war.

Canada's sales abroad, however, have increased much faster than her importations, and during the past year she enjoyed a foreign trade surplus of $344,000,000, while as late as 1912-13 there was a deficit of over $300,000,000.

While it is known that after the war Canada's export trade will suffer a slight and temporary setback through the cutting off of the purchase of war supplies by foreign countries, there is sufficient evidence, in the ease with which readjustment has already been made, that the loss will be only temporary and will be followed by a larger export trade than ever. In this connection several favorable factors stand out prominently. In the first place it is known that during the ten years before the war immigration to Canada amounted to about 2,500,000 persons, mostly from Great Britain and the United States, and that capital from Great Britain was invested in Canada to the extent of $1,500,000,000. The fact that the period of development then begun is far from completed suggests that Canada will still be attractive to foreign capital and population after the war. In the second place the railroad trackage already laid in Canada is capable of supporting a large increase in population and industrial development.

The recent improvements in the banking system of the United States will facilitate American investment abroad and the mutual interests in commerce and similarity of ideals and institutions will encourage the investment of American and other capital in Canadian industries. Speculative inflation has, to a big extent, been eliminated from the Canadian economic situation, and prospects of a period of rising values throughout the Dominion will stimulate an influx of both population and capital. The war-tested quality of the economic leadership in Canada can also be taken as a satisfactory guaranty that the opportunities for development in Canada are being used to the utmost by manufacturers who will thereby be placed in a better position to devote even more energy to meeting the demands of export trade than at present.

Healthy Finances Indicate Good Trade Conditions

The trade resources of a nation are based to a very great extent upon that nation's financial standing among the countries of the world; and the ability to carry on successfully an export trade depends to a large extent upon the nation's credit. Apart altogether from the indications of wealth in Canada to be found in the acceleration of certain industries and the production of much wealth in the products of the soil, it is evident in the manner in which Canada has rallied to the cause of raising money for charitable purposes and for war necessities that a very healthy condition of affairs prevails in the nation's financial resources. Canada has borne her share of the financial burden of the war with comparative ease, and the outlook is that, though future large funds to be raised will undoubtedly constitute a drain upon resources, they will not disturb in the least the economic stability of the country. Canadians as individuals are practising thrift and economizing and saving in order to invest every cent possible in war loans. In this way it is possible for Canada to accumulate sufficient reserves to pay her way under the present or even more exacting circumstances.

It is not every nation in the world that can make such a statement; and, indeed, in some cases the meeting of war expenditures is draining the vital resources of nations so that it will take years to return to their former standing as trading nations. Canada's record under war conditions shows nothing but development in industrial, agricultural, and commercial life. This growth is the representation of strong financial support, and it is fully evident, therefore, that Canada is, and will continue to be, in a very enviable position to maintain trade conditions at normal and to be in a position to cater to the demands of other less fortunate nations at the conclusion of the war. Canadian merchants are preparing for this period and bending their energies to look after the requirements of export trade.

AUTOS FROM U. S.

Canada Principal Export Market For U. S. Pleasure Cars

Canada's large importation of United States passenger motor cars is indicated in the returns for the fiscal year ending June 30 last, showing that United States manufacturers shipped to this country a total of 14,421 machines valued at $11,143,740. In addition Canada bought 636 United States commercial automobiles for $945,047. Total expenditures for United States machines therefore totalled over $12,000,000 in the year. While Canada's investment in United States passenger cars was nearly four times greater than that of any other export market, Europe offered the best field for commercial automobiles; the United Kingdom bought 6,525 cars for $17,061,105, France 4,264 cars for $17,864,502, and Russia 1,733 cars for $4,428,979.

A typical threshing scene in Western Canada Labor shortage throughout the Canadian West, known as "the granary of the Empire," has necessitated the adoption of new methods of threshing as seen herewith. Canada this year harvested the most valuable crop in its history, amounting in all to about one billion dollars. Already the effect of this bountiful crop at high prices has been felt throughout the commercial life of the country and has stimulated industry and trade.

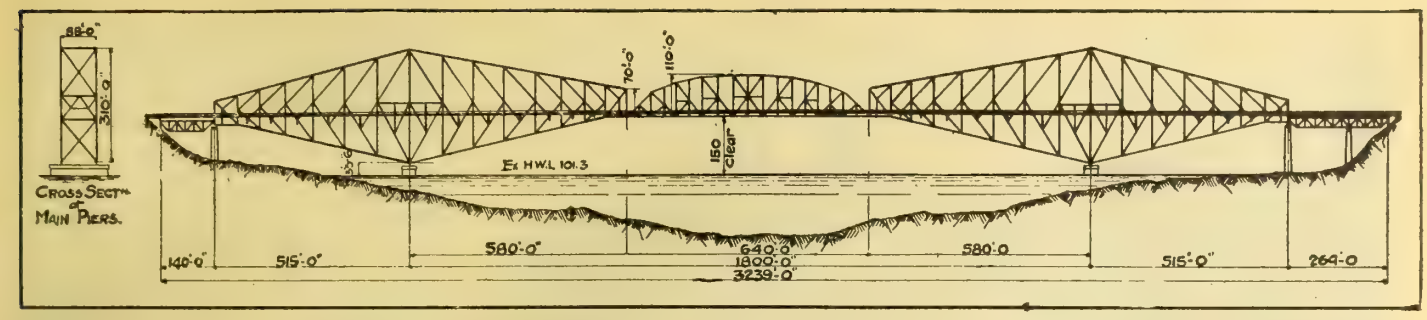


Diagram of Quebec Bridge superstructure giving principal dimensions.

Completion of the Quebec Bridge

After eleven years of unremitting toil, painstaking perseverance and overcoming of seemingly insuperable obstacles, Quebec Bridge is now a unit structure uniting extensive provinces on the south side of the River St. Lawrence with the main portion of the Dominion. Heartbreaking disasters failed to shake the determination of the builders, and for years to come the structure and the men who built it will be the objects of endless eulogy.

LIKE a star passing across the meridian that records an epoch in the movement of the celestial bodies, the final connecting of the centre span of the Quebec bridge marks an achievement in engineering feats that will stand out as one of the most remarkable of its kind ever attempted.

Despite the hazardous nature of the enterprise it is a noteworthy and commendable feature that, with the exception of the loss of life that accompanied the falling of the span last year, the fatalities or even serious casualties have been surprisingly few. Boatmen were kept constantly in the river, during the whole period of erection, immediately below the bridge so as to rescue anyone who might inadvertently fall into the river. The efforts of the company to provide comfortable and attractive camp life for the men have been greatly appreciated by the many workmen and have doubtless been a restraining and beneficial factor in influencing the character of the men and assisting them to exercise more than ordinary care in the performance of their varied and dangerous duties.

Owing to the climatic conditions, and the wide range of temperature between midsummer and midwinter, which may be anywhere from 100 to 125 degrees F., about 30 inches has been allowed for expansion and contraction throughout the entire length of the bridge. It is expected that three years will be required for the painting of the complete structure, and when the gang of painters have finished at one end they will immediately start at the other, thus assuring a permanent job for several workmen in order that the steel work will be sufficiently protected from the effects of the weather.

Forth Bridge Comparison

In reviewing the Quebec bridge, undoubtedly the greatest achievement of man's genius in the spanning of marine highways, the mind naturally reverts to its nearest rival, the Forth bridge, built over the Firth of Forth near Edinburgh. This is the next greatest structure of its kind in the world and comparisons are, therefore, interesting. Total cantilever of the Quebec bridge, including centre span, is 2,830; that of the Forth bridge, including two spans, 2,349 feet. Width of channel between the main piers, 1,800 feet for the former against 1,710 for the latter. The Quebec bridge is designed to carry per lineal foot, exclusive of its own weight, approximately 14,000 pounds, the Forth bridge a weight of only 4,480 pounds per lineal foot. The total weight of steel used in the construction of the Quebec bridge is approximately 66,000 tons; that of the Forth bridge 57,000 tons. Weight per lineal foot for the cantilevers, 48,300 lbs. on the Quebec, and 21,360 lbs. on the Forth. Greatest depth of the main piers below high water is 101 feet for the Quebec bridge and 87 feet for the Forth. The weight per lineal foot of the Quebec bridge is 2.3 times that of the Forth bridge. The load for which the Quebec bridge was designed is 3.1 times greater than that of the Forth bridge, while the prescribed test load for the former exceeds that for the latter about 4 1-3 times. The centre span of the Quebec bridge is the longest in the world and is approximately 100 feet longer than either of the spans that unite the cantilevers of the Forth bridge.

Brief History of Construction

The enormous structure that now spans the St. Lawrence is the successful fulfilment of a vision that has been in the minds of nation builders for nearly three-quarters of a century. As far back as 1852 a project for a bridge over the river at or near Quebec was considered, and again in 1884 designs were prepared and plans submitted to the Quebec Board of Trade for a bridge at about the present site, but no definite ac-

The completed bridge and its builders From left to right: W. P. Copp, Col. C. N. Montserrat, E. C. Kerrigan, H. P. Borden, Phelps Johnston, E. H. Pacey.

The span suspended from the bridge after scows floated away

tion was taken until about 1900, when the Quebec Bridge and Railway Company located a site near Cap Rouge and took steps for the erection of such a structure; this initial site is virtually that of the present bridge. The width of the river at this point is the narrowest between Montreal and the sea and is approximately six miles above Quebec; the distance across at mean water level being about 2,000 feet. In 1900 the company awarded contracts for a structure of the cantilever type, having a span between the main piers of 1,800 feet. After seven years of fabrication and erection, the superstructure, which was then about half completed, collapsed into the river, carrying with it from sixty to seventy of the workmen.

Following this disaster the reconstruction was undertaken by the Dominion Government, then under the leadership of Sir Wilfrid Laurier, and the task was assigned to the Railway Department, with M. J. Butler as deputy minister and chief engineer. A commission comprised of such eminent men as Henry Holgate, Professor J. G. G. Kerry, of McGill, and Dr. Galbraith, of Toronto University, were appointed to examine and report on the fallen structure. Following the presentation of this report it was decided to select a commission who would have full charge of this mammoth enterprise. The parties named for this responsible work were H. E. Vautelet, of Montreal, chairman; Ralph Modjeska, of Chicago; and Maurice Fitzmaurice, chief engineer of the County Council of London, England. After a year's study of the problems involved the last mentioned member of the commission resigned, and for some time difficulty was experienced in agreeing upon a suitable successor to Mr. Fitzmaurice. However, after some negotiations Charles McDonald, formerly of Gananoque, Ontario, was induced to act on the board until such time as a contract had been signed. Tenders were requested, either on the designs then in the hands of the board or on plans prepared by the tendering companies. Upon the acceptance of the designs submitted by the present contractors of the bridge, the St. Lawrence Bridge Company was organized and the erection of a suitable plant was immediately proceeded with at Rockfield, Quebec, situated on the Island of Montreal, this location offering ideal facilities for fabrication and shipment to the erection at the site. Despite the nature and the magnitude of the enterprise the work of construction progressed with remarkable rapidity so that in the summer of 1916 the work upon the two cantilever arms had practically been completed, with the erection of the centre span being accomplished simultaneously with that year's work. The centre span, the link that was to connect the two protruding arms, was erected at Sillery Cove about three miles below the bridge site, and floated into position on September 11 of last year, but after being successfully floated to the site and supported from the hoisting chains, the failure of one of the main castings caused the lower support to slip from its position and within less than 10 seconds the entire centre span had been released from its remaining supports and was resting on the bed of the river a mass of tangled and useless metal.

The final attempt, which was successfully achieved during the week of September 16, marks the culmination of effort that has taxed the engineering ability and utmost resources of those associated with the work of constructing the bridge from the very date of its inception. To the average layman it is difficult, if not utterly impossible, to conceive of the magnitude of this great and mighty undertaking, and to appreciate, even in a small and unlearned measure, the many problems of design and construction, it would be necessary to view the enormous structure as it now extends from one shore to the other, a fitting monument and everlasting memorial to those engineers whose ability has made this feat possible. There yet remain many minor, but essential, details to complete before the bridge is finally finished and ready for traffic, and it will probably be the spring of 1918 before the structure is officially opened, although it is anticipated that sufficient progress will have been made during the present month to allow trains to cross over. It is probable that very few of the vast crowds that patiently watched the massive structure mount slowly into position fully realized the chief object of the bridge and the inestimable importance that its successful completion would mean to the Dominion and particularly to that portion of the country immediately surrounding the bridge location. In addition to being the last link that will form the unbroken highway of the Transcontinental Railway from ocean to ocean, the bridge will provide communication to either side of the river for ten other converging transportation companies, the transferring of whose freight has until now been accomplished by railroad ferries. With the completion of such terminals as are now under construction and those contemplated, the increased facilities will eventually make the City of Quebec one of the leading railway centres in Canada.

The work has been carried out under the supervision of a Government Board of Engineers, composed of Messrs. C. N. Monserrat (chairman and chief engineer), Ralph Modjeska, and H. P. Borden. The St. Lawrence Bridge Company are the contractors for the superstructure, Phelps Johnston, president; G. H. Duggan, chief engineer; George F. Porter, engineer of construction; W. B. Fortune, superintendent of erection; and S. P. Mitchell, consulting engineer of erection; Works Superintendent Ladd being responsible for the fabrication.

BULK LEATHER ADMITTED TO BRITAIN

All bulk leather ordered previous to February 22, 1917, may now be imported into United Kingdom. Statutory declaration as to each specific order required by Department Import Restrictions.

Span partly raised. S.S. Quebec passing below north cantilever.

Canada's Strides in Shipbuilding

Activity Without Parallel—Building of Wooden Vessels Revived — Concrete Ships a New Departure—Details of Concrete Construction—Speed in Building a Feature.

WITH the possible exception of munitions making, no other industry in the past decade or more has evidenced such rapid and widespread development as has shipbuilding, particularly for ocean service. Canada is involved in the abnormal activity arising therefrom, both wood and steel construction being prominent in the list of vessels under contract in her shipyards. The enormous demand for steel for munitions purposes has been an important factor in the revival of wood shipbuilding, and needless to say will act as a powerful stimulant while the war lasts.

Arising out of the exigencies of the situation created by enemy undersea boat activities and the large measure of success resulting therefrom, nothing is being left to chance. Every effort is being concentrated and every facility is being requisitioned, utilized and provided by Britain and her Allies to procure and intensify vessel construction to such a degree that the replacement of sinkings will be readily and continuously maintained and the futility of her persistence in submarine terrorism demonstrated to Germany.

Shipbuilding Activity Without Parallel

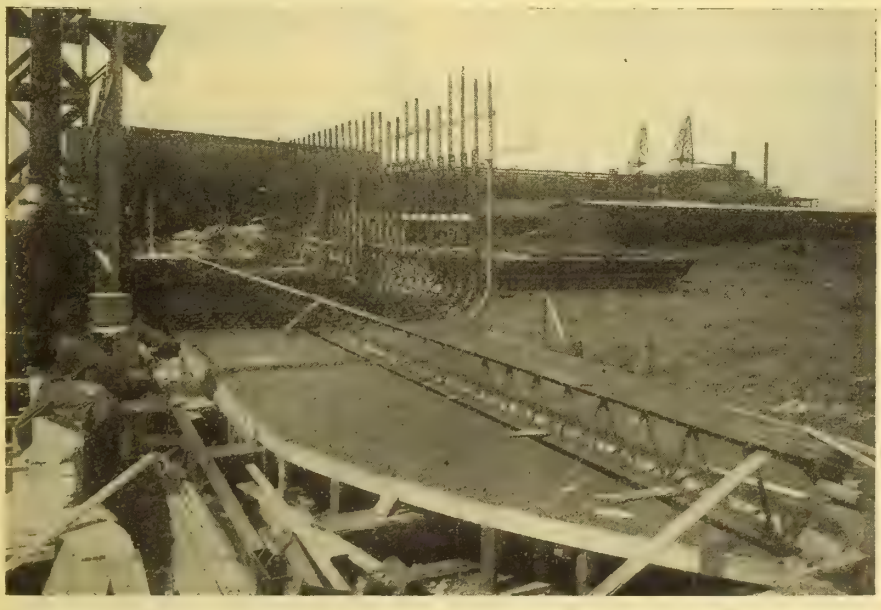
The devastating character of this colossal war and the magnitude of the effort required for its successful prosecution have unearthed and necessitated the consideration of many vital problems, the solution of which calls for the skill and concentration of every department of commercial and industrial enterprise. During the first two years of hostilities, the essential need was unmistakably that of men and munitions, but the events of the past nine months or more have demonstrated that the most vulnerable point in our offensive might well be the abnormal loss of our ocean tonnage, because reducing if not wholly checking its effectiveness. The possibility of such a contingency has been fully realized for some time. As a result, plans have been matured and given practical exemplification to offset any such disaster; hence a shipbuilding and marine engineering organization and activity without parallel in the industrial history of the world.

Wooden Vessel Building Revived

The construction of wood vessels, an industry that had almost become a lost art, will go on record as not the least among the notable developments of these strenuous times. The length of time that it formerly took to build such craft was, and still may be reckoned as, an undesirable feature whether in an emergency or otherwise. The past, present, and immediate future outlook for steel construction materials, offering little prospect of relief, however, at least in anything like the quantity desired, together with the growing urgency for "bottoms," constituted an argument in favor of wood construction as supplement to the other that could not well be passed up. Again, scarcity of experienced ship carpenters—those of the period a generation or more back—compelled attention by those directly concerned in ship production to be given such matters as standardization, and even to new materials of construction, the ultimate aim being rapidity of output, consonant, of course, with quality and efficiency, in transportation service.

Concrete Ships a New Departure

It is not surprising, therefore, to find that considerable interest is being centred on concrete ship construction, and that not a few vessels of various dimen-



Concrete shipbuilding at Montreal, showing steel reinforcing frames partly erected.

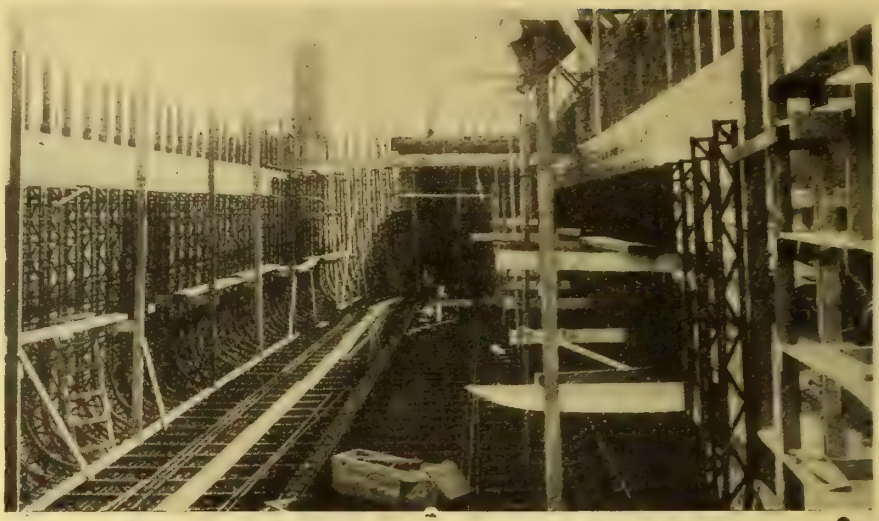
sions and tonnage are at present being built. Whether the scope of service of such craft will attain to worth-while, or steel ship competitive, importance is in the meantime problematical; however, the odds are all against such an eventuality for a number of reasons. Their construction is expressive of the spirit of the times, and those responsible for the enterprise merit the greatest possible measure of success. The following particulars of a self-propelling concrete ship being built on the south shore of the Lachine Canal, at Montreal, for demonstration purposes, will, together with the illustrations on these pages, enable a fairly intelligent idea to be formed of the detail and general features.

Length over all, 125 ft., beam, 22 ft.; height from keel to main deck, about 13 ft.; draft loaded, approximately, 9 ft.

Details of Concrete Construction

The steel framework consists of fabricated ribs of angle bar diagonals, five inches at the upper ends and gradually widening to a depth of 14 inches where they pass through the center keelson. They are set at 27 inches apart throughout the entire length of the vessel. In addition to the main keel, which has an approximate cross sectional area of 220 square inches, there are two sister keelsons located midway between the centre keel and the bilge keelson, these latter as well as the sister keelsons having a cross sectional area of about 144 square inches. All these members are suitably reinforced with longitudinal steel bars wired to the cross ribs. The bow and the stern posts are a continuation of the central keelson, the outer portion of the bow being provided with a heavy angle iron, for a cut-water.

After the ribs were placed in position, the outer form was built up from the main platform which supports the entire structure. This platform rests upon a large number of 6-inch hardwood rollers, which in turn rest upon heavy timbers sunk in the ground, the idea being to facilitate the launching, the exact procedure for which has not yet been decided. After the placing of the inner forms,



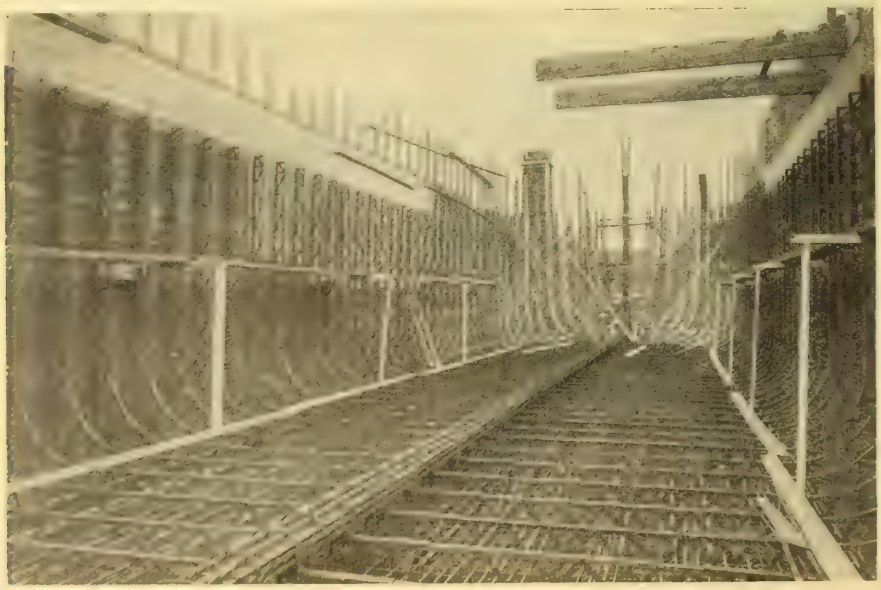
Concrete shipbuilding at Montreal, showing forward portion of outside form in position.

the concrete was poured by means of the hopper and shoot shown in one of the illustrations, the concrete being distributed to the various sections by hand. The thickness of the concrete between the ribs runs from 3 inches above the deck to a thickness of about 5 inches on the bottom of the hull, the approximate dimensions of the reinforced ribs being 30 square inches at the top to about 75 square inches where they join the center keelson.

The vessel will be equipped with a 150 horsepower, single screw type marine steam engine, set upon a concrete foundation and located close to the stern. This has been chosen to minimize vibration and also to provide additional cargo space. The tube for the propeller shaft, the tube for the rudder shaft, together with all tubes for hawsers, etc., are embedded in the concrete hull.

Speed in Building a Feature

Some conception of the possibilities and advantages that lie before this particular class of ship construction, if the same should prove successful in service, may be gathered from the fact that the work of laying the foundation beams was started on August 15 of this year, and it is expected that the vessel will be launched early in November. The pouring of the concrete from the keel to a point above the water line was accomplished in about 48 hours, and the remainder of the hull to the top of the freeboard in a little less time. Owing to the nature of the work it was necessary to pour continuously so as to avoid the possibility of defects in the structure. This vessel will be capable of making about eight miles an hour, and will have a displacement of approximately 400 tons (light). The plans were prepared by C. M. Morssen, C.E., and Prof. E. Brown, of Montreal.



Concrete shipbuilding at Montreal, showing reinforcement detail.

GOVERNMENT MAY OPERATE IRON PLANT

That the Port Arthur blast furnaces, better known as the plant of the Atikokan Iron Company, will be operated under government control, will be an established fact if the Port Arthur city council has its way. A communication is being sent to Sir George E. Foster asking him to have the plant and mines operated under government supervision. Action is asked in view of the fact that the Atikokan Iron Company has been communicated with several times during the past two years, with a view of getting the plant at Port Arthur in operation, and no satisfaction has been obtained; also because the United States has placed an embargo on steel and iron coming to Canada, which places the iron and steel industries of Canada in a very poor position as to material.

A letter will also be written to the Atikokan Iron Company executive, saying that the city of Port Arthur is not satisfied with the very abbreviated statement furnished, and that the council would like to know where the original amount of $700,000 was pledged and for what purpose. The council also desires to obtain a detailed statement of bills payable to the banks for $612,900, how the special loan of $75,000 was used and how accounts payable, amounting to $11,201, were expended.

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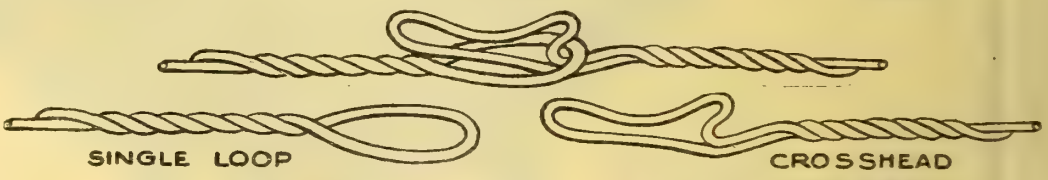

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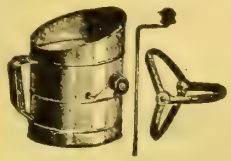

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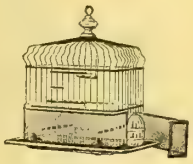

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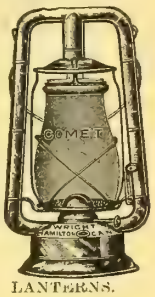

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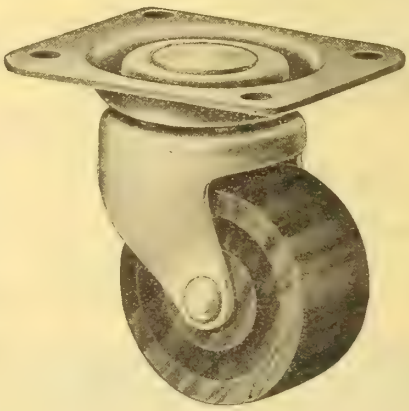
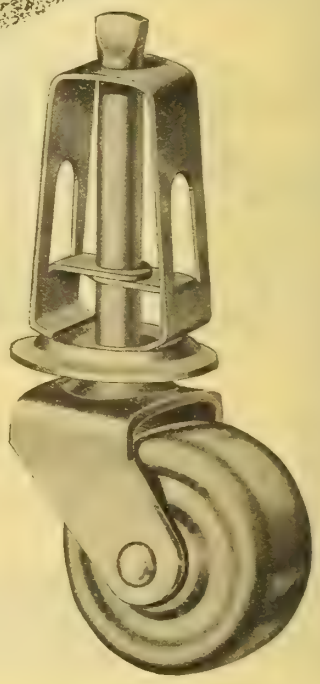


Full Size Plate 2-5



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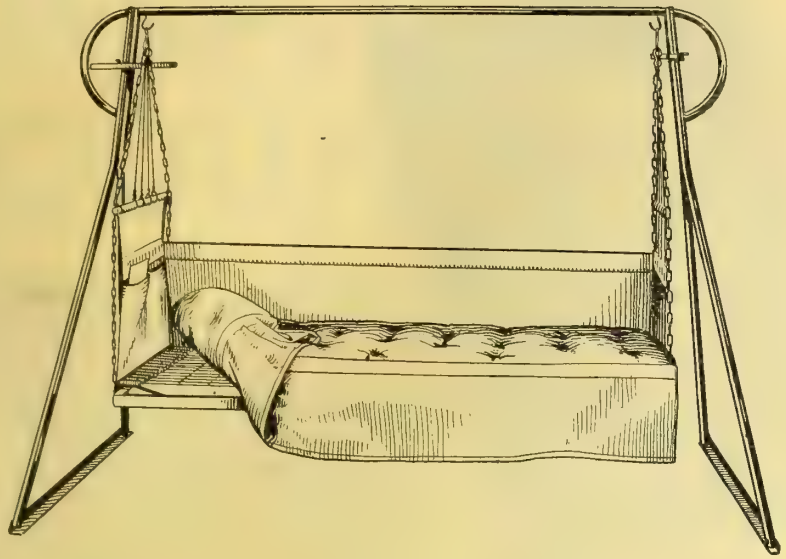
Hammock buyers will be more critical next year



Scarcity of raw materials is forcing up hammock prices which means that you face the problem of whether to buy "cheap" lines, or pay the price for quality. You'll find plenty of short-sighted manufacturers and jobbers who'll cut quality to keep down price. But you must reckon with the public, and you know that the present era of high prices has made the public highly critical.

There is a price advantage to you in our direct-to-dealer selling.

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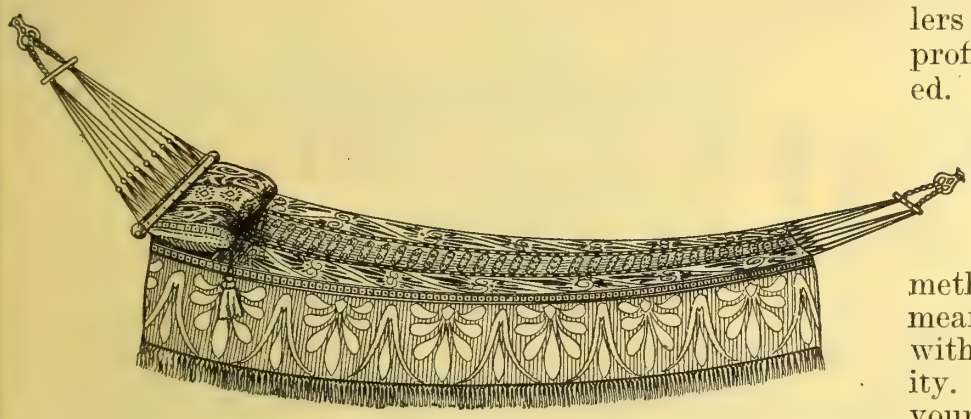
By placing your 1918 order with one of our travellers next year's hammock profits will be safeguarded. We guarantee shipment as promised, quality as usual, and exclusive designs.



Our direct-to-you method of doing business means price concessions without sacrifice of quality. You'll be able to give your customers both the best price and the best quality. You'll be able to face any criticism.

Remember, your profits next year depend on your buying this year. Sign up when our traveller calls.

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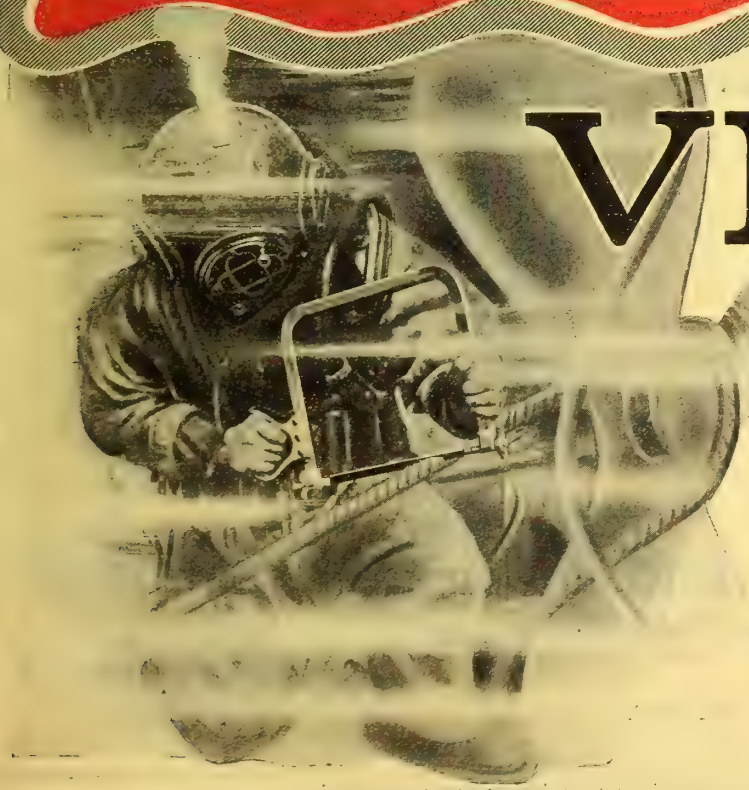

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VICTOR HACK SAWS

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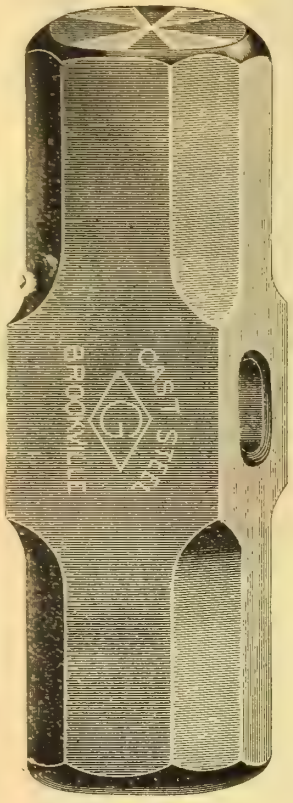
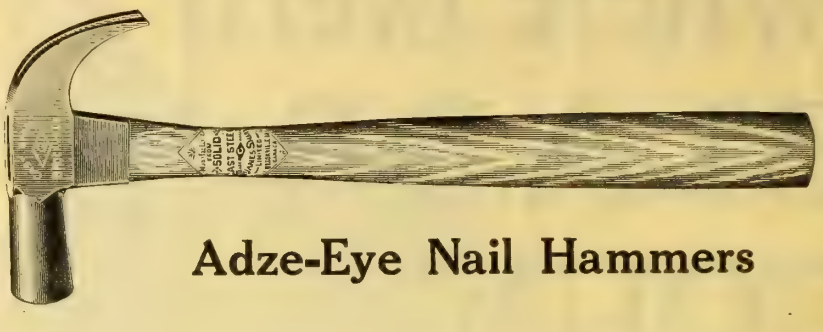


Sledges



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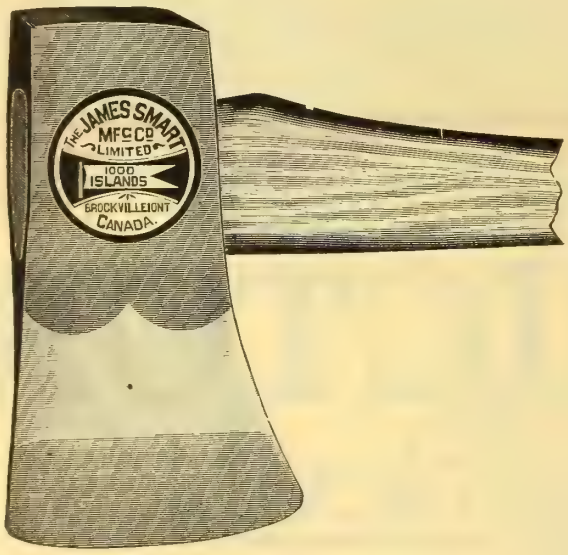

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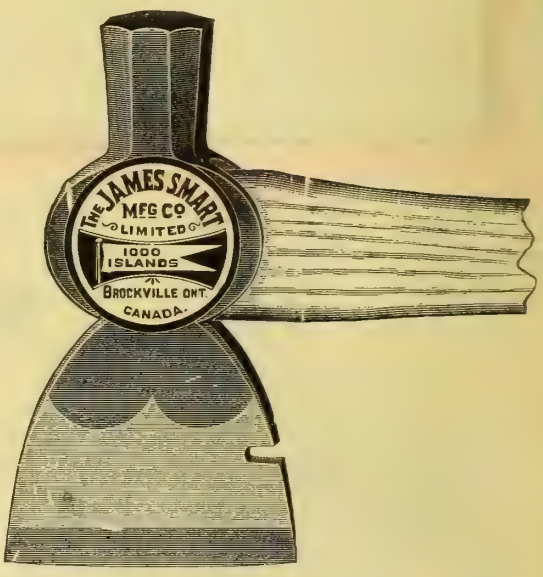

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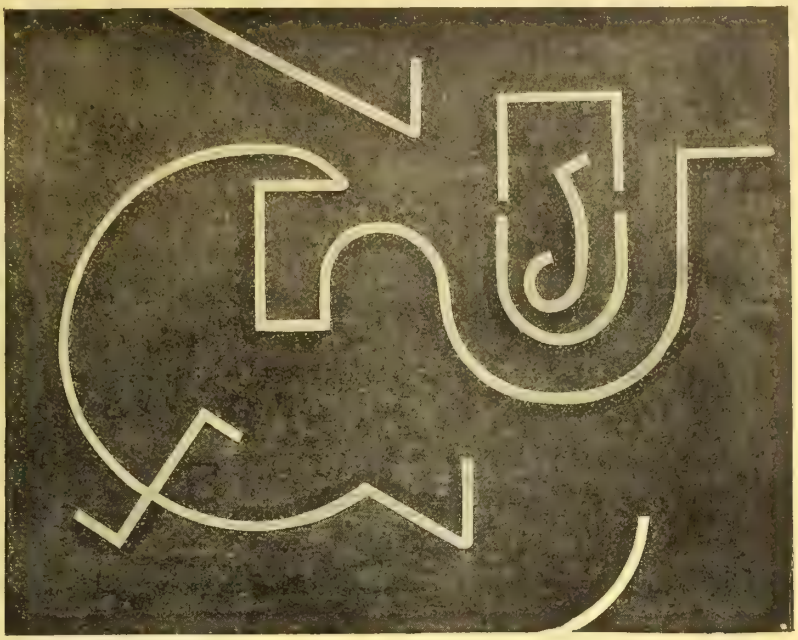

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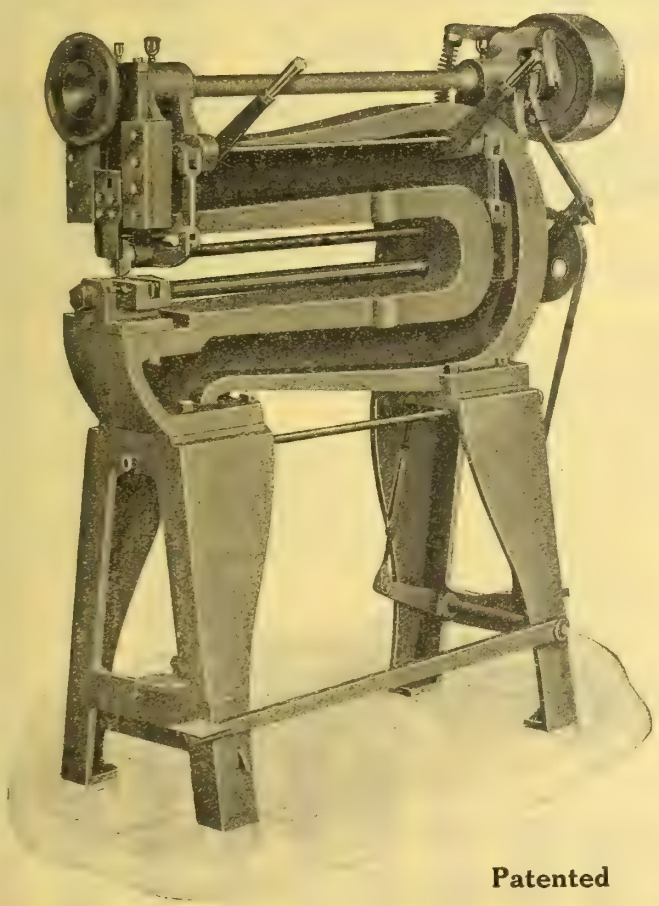

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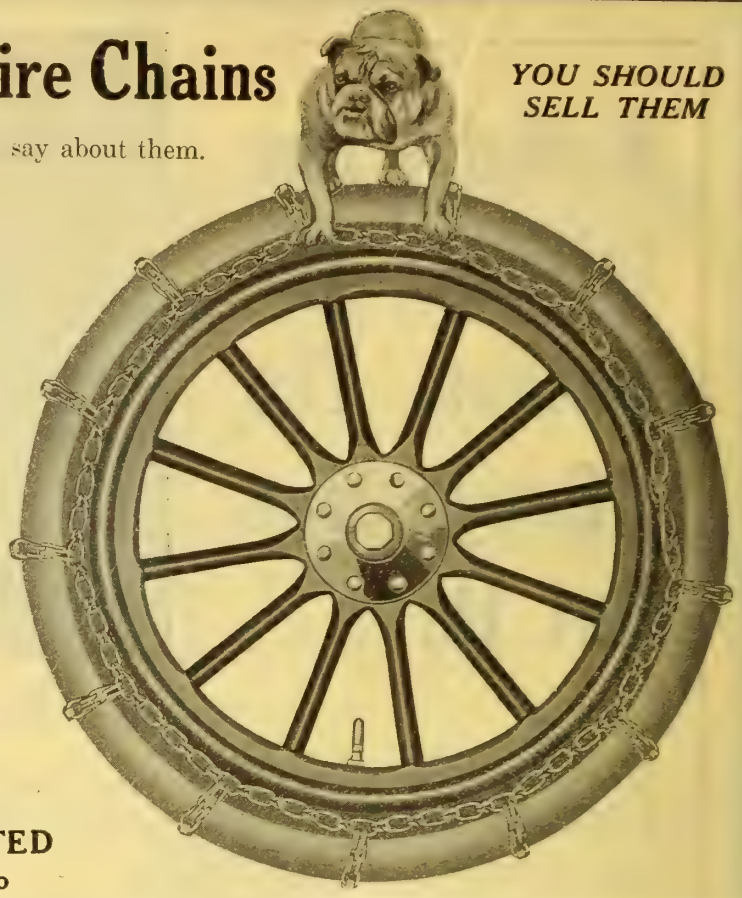

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36x3½	4.75	35x4	4.85	30x4½	4.60
35x4½	5.10	36x4	4.95	32x4½	4.80
36x4½	5.20	37x4	5.05	34x4½	5.00
37x4½	5.30	40x4	5.25	36x5½	6.35
38x4½	5.40	34x5	5.35	37x5½	6.55
40x4½	5.50	35x5	5.55	38x5½	6.75
30x4	4.35	36x5	5.75	38x6	7.10
		37x5	5.95	40x6	7.60

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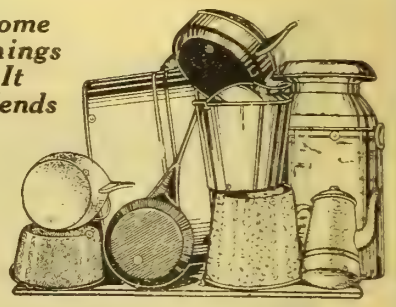

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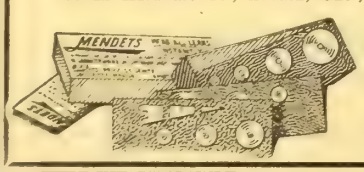

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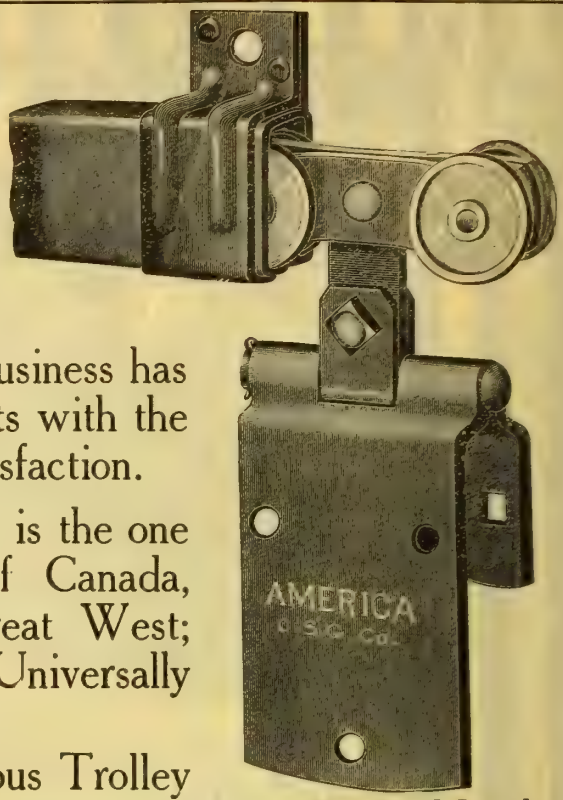


The steady increase of our Hanger Business has convinced us that our assortment meets with the approval of the consumer and gives satisfaction.

See to it that your Door Hanger line is the one marketed under the trade names of Canada, National, Hatch, America, and Great West; these brands are Favorably Known, Universally Used, Broadly Distributed.

"America" Hangers run on the famous Trolley Track with the Corrugated Brackets (on supports) as do also the Hatch and Great West.

"National" and "Canada" Hangers run on the flat "National" Track.

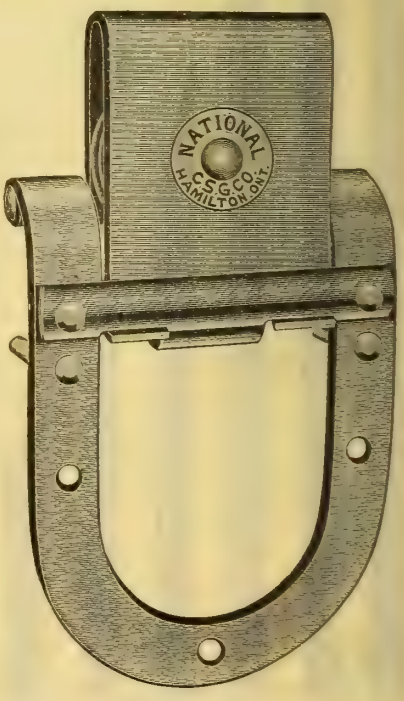
When ordering Hangers be sure and specify the quantity of Track and also Brackets required.

Swing in to-day—link your efforts with the biggest selling line of Door Hangers—Bigger Profits will result.

Our new Catalogue "D" illustrating our complete line of Wrought Steel Hardware and Specialties is yours for the asking.

CANADA STEEL GOODS CO.
LIMITED
HAMILTON, CANADA

"NATIONAL" TRACK
For
"CANADA" and "NATIONAL" HANGERS



If interested, tear out this page and keep with letters to be answered.

Canada Steel Goods Co., Limited

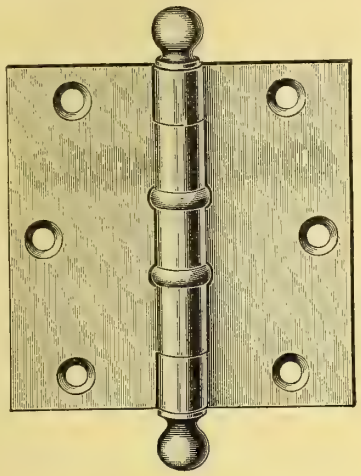
Having concentrated for many years on manufacturing wrought steel products, the Canada Steel Goods Co. plant is now the largest in Canada producing Wrought Steel Hardware.

The more important divisions of our products being Butts and Hinges covering almost every Hinge requirement.

Plain and Ball-Bearing Butts

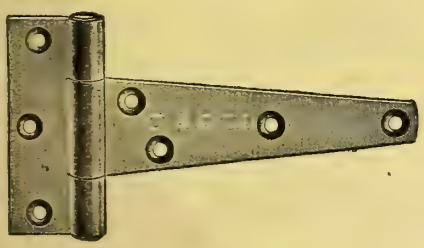
Plain and Corrugated Tee and Strap Hinges

Ornamental Surface and Half Surface Hinges, etc.

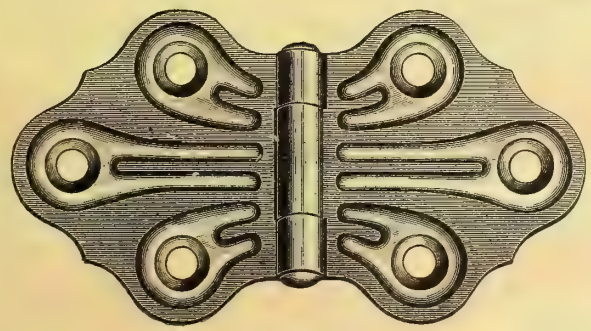


Door Bolts, Hasps, Chest Handles, Trap Door Rings, Shelf Brackets and Hardware Specialties

Our manufacturing facilities are such, that enable us to supply the trade in Canada, Great Britain, her Colonies and Dependencies with unequalled values. We solicit your enquiries and orders.



Great care is taken in assembling all Butts and Hinges to see that the Pins and Joints are so proportioned to give the greatest wearing surface.



We are very particular in the matter of finishing, labelling and packing our products, and you are assured of receiving our goods in a first-class saleable condition.

MANUFACTURED BY

CANADA STEEL GOODS CO., LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Butterfield-

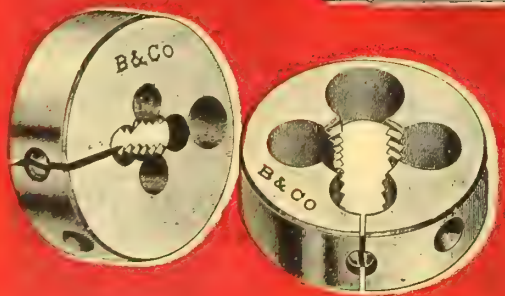
Taps--Dies Reamers

Unusually tough propositions in threading or reaming is ordinary work for Butterfield tools.

You can't make a mistake when you buy "Butterfield" tools. *They are remarkably fast and accurate workers,* — and the reputation which has taken us years to build up—stands back of every one of them.

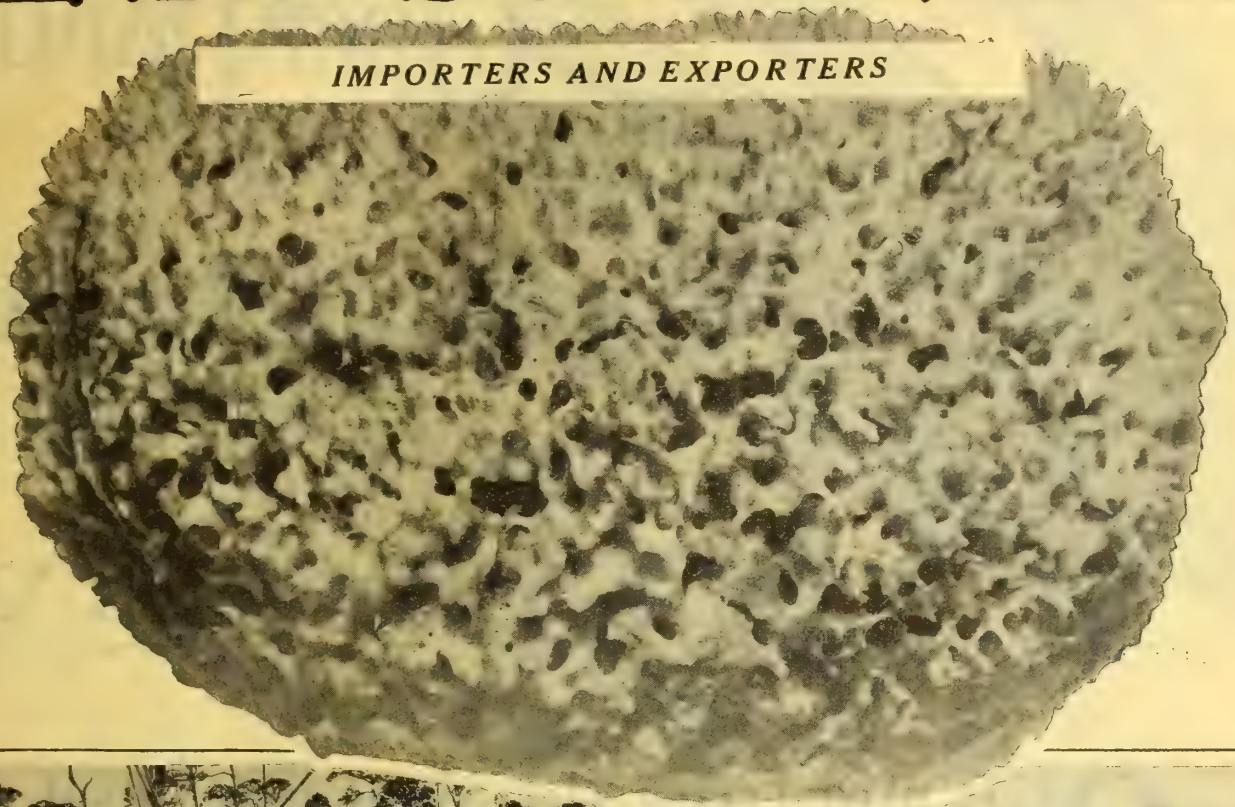
Write for a copy of our catalog.

Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA



EVANS & CO. LIMITED

IMPORTERS AND EXPORTERS



Sponge Fishing Boat

Sponge Packing House

Why Is Our Export Trade Increasing?

Our export trade is increasing—not on account of war conditions, but because we are supplying our customers at the lowest market prices, with bale goods on which they can absolutely rely.

We are supplying Bahama Sponges to some of the largest Sponge importing houses in London, Eng., also New York and other large cities in the U.S. We would like to open up an export trade with other countries, and invite correspondence.

Our export shipments are made from Bonded Warehouse, Montreal, or direct from the British West Indies, to any part of the world.

We refer you to the Royal Bank of Canada, Nassau, Bahamas, B.W.I., as to the quality and reliability of our packing, etc.

EVANS & COMPANY, LIMITED (*Importers and Exporters*)
MONTREAL. CANADA

If interested, tear out this page and keep with letters to be answered.

"TRADE MARK"

The Open Hand is our Trade Mark and such is the Livingston Policy

OUR aim from the start has been *Quality* and to-day the entire assets of our Company are behind each and every gallon of *Linseed Oil* manufactured.

We guarantee this *Policy* shall always be maintained.

The Dominion Linseed Oil Company, Limited

Baden Toronto Montreal

The positive guide to Quality Linseed Oil is the

Livingston Brand

which for over half a century has been the Standard by Test.

The name "Livingston" on the Barrels is the guarantee of quality and the "Blue Barrel" is the outward mark of the inward quality.

The Dominion Linseed Oil Company, Limited

Baden

Toronto

Montrea

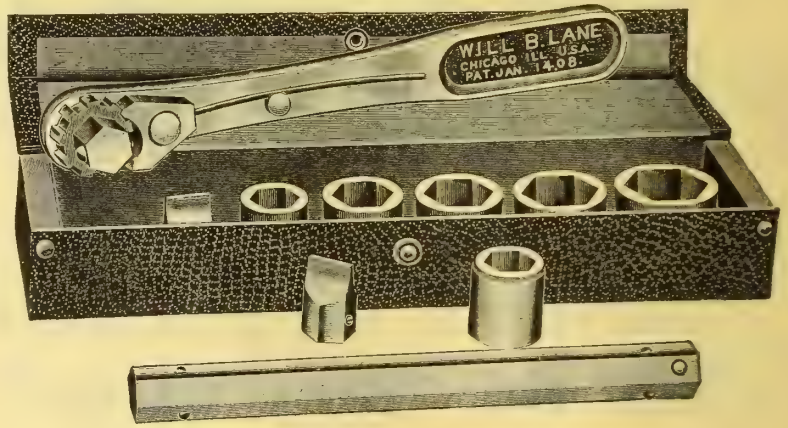
The outward marks of inward Quality.

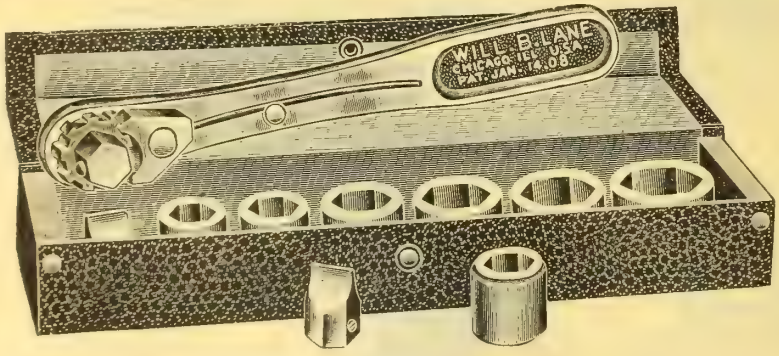
Lane's Ratchet Wrench Sets in Demand by All Who Use Tools

Indispensable for close work. Entirely machine made. Sockets in both Standard and Ford sets are turned from Bessemer steel and case-hardened. Warranted not to break or spread.

FORD SET

The Ford set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.





STANDARD SET

Standard set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in., Cap Screw Heads from 5-16 in. to ⅝ in.

Distributors in Most of the Principal Cities of the World.

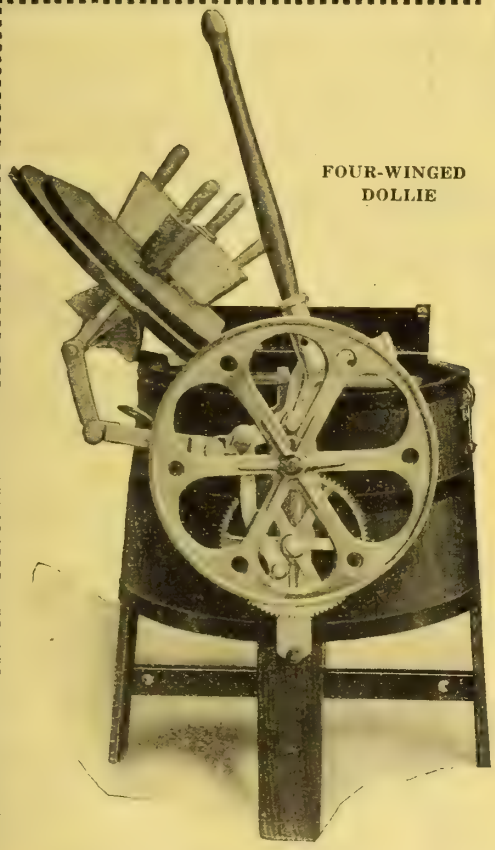
WILL B. LANE

180 North Dearborn Street - CHICAGO, ILL.

If interested, tear out this page and keep with letters to be answered.

THE EASY-RUNNING BEAVER WASHER

THE "BEAVER"



FOUR-WINGED DOLLIE

JUST WHAT THE HOUSEWIFE NEEDS

A household facility that tends to lighten the burden of the housewife is always received with enthusiasm and if it is of real practical worth proves a great seller.

In the "Beaver" Washer you see a machine of genuine worth, a machine that takes the dread out of wash-day for the housewife. For it is so easy-running, that which was formerly an arduous task is made child's play.

And what's more it is NOISELESS. When a mother puts her baby to sleep she can go ahead with her day's washing without fear of awakening the little one, even though it be close by.

The "Beaver" Washer is ideal. Sell it and win friends and new business and make increased profits.

Four-Winged Dollie — Cover open, shows our latest Four-Winged Dollie. Represents another advance in modern washing machine construction.

CONVERTIBLE WASHER.

Another splendid feature is the flange pulley attachment for engine drive which makes this washer an ideal power machine still available, however, for hand operation.

Our line of washing machines include—electric, gasoline, water power and hand operated types. Pay good profits—write for prices.

J. H. Connor & Son, Ltd.

Manufacturers of Washing Machines, and Clothes Wringers

OTTAWA ONTARIO

If interested, tear out this page and keep with letters to be answered.

Mr. Bruce's Counsel

SPECIFICALLY APPLIED, MR. BRUCE'S COUNSEL may be said to recommend that business men should read every week THE FINANCIAL POST OF CANADA, to inform themselves concerning current events in the realm of Canadian business and public affairs.

Frank E. Mutton, Vice-President of the International Time Recording Company, of Canada, wrote the following letter to the publishers of THE POST:

> **Attention, Editor:**
>
> Recently we sent you a subscription covering the delivery of THE FINANCIAL POST to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information invaluable to any traveling representative of any firm.
>
> (Signed) F. E. MUTTON.
>
> Dated Oct. 12, 1917.

IN effect, THE FINANCIAL POST represents a Current Events Club, met weekly for the consideration and study of current affairs in Canada in relation to itself and the world at large. It represents the assembly of many, many surpassingly well-informed contributors who discuss intelligently, lucidly and proportionately, Canada's public and business affairs. No more stimulating and worth-while paper is published in Canada for the man who wants to be able to talk confidently, at the club, luncheon, board meeting, business council, public meetings, about Canadian public affairs.

THE price, $3, is nothing to the man who really wants to know. Three dollars spent for knowledge that multiplies a man's power and pleasure and satisfaction is a small, small sum to pay. We make our appeal for subscriptions to men who really want to know and who will take time each week-end to read profitably.

If you are willing to give this time, prove it by signing and mailing the coupon below

The Financial Post
of Canada

.....1917

THE MACLEAN PUBLISHING CO., LIMITED,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST. I will remit year's subscription, $3.00, on receipt of bill.

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Talk Current Events

A Talk by H. Addington Bruce, Author of "The Riddle of Personality," "Psychology and Parenthood," Etc.

WHAT do you know about the doings in this great world wherein we live?

Do you try to form a really intelligent and well-considered opinion regarding events the world over?

Do you ever discuss their significance with friends and neighbors?

If asked what you think of any particular event, you are perhaps ready with an answer. Is your answer anything but a snap judgment, determined by prejudice rather than by reasoning analysis?

I put these questions not to be disagreeable, but because, if necessary, I want to spur you to appreciate the value that there is in discussion of current events.

Many people, fortunately, appreciate its value instinctively. Perhaps you are one of these. Many others are beginning to appreciate it.

This is shown by the growing popularity of clubs and classes on current events.

Only a few years ago such clubs and classes were almost unheard of. To-day most of our bigger cities have half a dozen of them or more.

In one city—Boston—a talented woman of my acquaintance draws an income of thousands of dollars a year from her leadership of current events classes.

Other men and women have similarly discovered that interest in current events is increasing so rapidly that they can well afford to organize classes like those conducted by the Boston woman.

Still, there remain many people—thousands of people—who never discuss current events. Many thousands more discuss only such events as come under the headings of "crime," "the theatre," and "sports."

These are the people I want to reach. They are the people I want to rouse to recognition of the practical helpfulness they will find in discussion of current events in general.

Current events clubs and classes might well be organized in every neighborhood, with weekly meetings to take up the outstanding happenings in international affairs, national politics, literature, art, music, science and industry.

Regular attendance at, and active participation in, these meetings will prove to be an education in itself.

It will enlarge the mental horizon and broaden the moral sympathies. By disciplining the mind to active thought it will raise the level of workaday efficiency.

It will make for a more alert, a more conscientious citizenship. It will give zest and color to a life which perhaps has hitherto been pathetically drab.

Unsuspected powers will be awakened. With a better grasp on the realities of life, the whole personality will expand.

One evening a week is certainly not too much to give to a discussion of the day-to-day developments in our wonderful world.

It may mean doing without an evening at cards or at the musical comedy, or at the dance hall. But this, after all, is not a terrible sacrifice.

And from the occasional talk over current events will come more profit than could possibly come from any number of evenings spent in card-playing, dancing, or listening to musical comedies.—Reprinted from the Toronto Daily Star.

This Trade Mark Signifies
Highest Quality in FILES

Quality files are the only kind you can depend upon to build up a profitable file trade and retain it. First quality is found in—

P. H. FILES

They are the only files made in Canada wherein **best clay crucible cast steel** is used exclusively. This assures a keen and lasting cutting edge.

P.H. Files represent the highest standard in Canadian file efficiency and that means they are equal to the world's best. Sell them and win new business.

Port Hope File Mfg. Company, Limited
PORT HOPE, ONTARIO, CANADA

DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD ?

Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of "BETTER BRUSHES"
ST. JOHN (FAIRVILLE), N.B., CANADA

If interested, tear out this page and keep with letters to be answered.

BEHIND the Diamond Trade-Mark on every JENKINS BROS.' VALVE is the 53 years' reputation for

Quality Products and Trustworthy Service

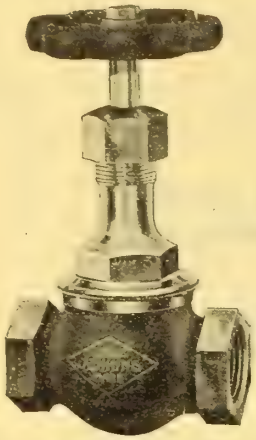

Fig. 106
JENKINS BROS.'
STANDARD PATTERN
BRASS GLOBE VALVE
Screwed

Constant improvement to meet the varying conditions of valve practice and usage since 1864 has made possible the maintenance of the Jenkins Bros.' guarantee.

Fig. 300
JENKINS BROS.'
TYPE "K"
BRASS GATE VALVE
Screwed

"If you will put a genuine JENKINS BROS.' VALVE on the worst place you can find, where you cannot keep other valves tight, and if it is not perfectly tight, or does not hold steam, oils, acids, water or other fluids longer than any other valve, **you may return it and your money will be refunded."**

Leading Engineers no longer buy valve service on manufacturers' say-so. They insist on a definite record of accomplishments—facts. JENKINS BROS.' VALVES invite investigation on a fact basis.

Screwed Valves can be supplied with either American or British Standard Threads as ordered.

ORDER FROM YOUR DEALER.

Catalogue No. 8 Sent Free on Request.

CORRESPONDENCE INVITED.

JENKINS BROS.
LIMITED

Head Office and Works:
103 St. Remi Street
MONTREAL, CANADA

BRANCH OFFICE:
95 Queen Victoria Street
LONDON, E.C. 4
ENGLAND

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JAMIESON'S PAINT

Will Protect the Quebec Bridge

AFTER EXHAUSTIVE TESTS SPREAD OVER A PERIOD OF FOUR YEARS, THE BOARD OF ENGINEERS FINALLY SELECTED

Jamieson's Paint EXCLUSIVELY For the Finishing Coat

We are the only company who has received a contract for finishing paint. The contract for the undercoating was divided among a number of manufacturers and a large proportion of this was also supplied by us.

QUALITY ALWAYS WINS

R. C. JAMIESON & CO., Limited

Calgary MONTREAL Vancouver

Owning and Operating P. D. DODS & CO., Limited

If interested, tear out this page and keep with letters to be answered.

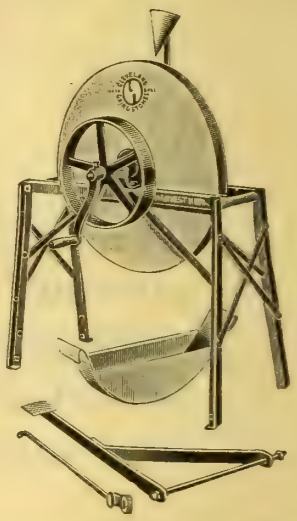
THIS trade-mark stands for more than a sign of identification. It signifies *progressive ideas* in every type of brush commonly used.

TAKE our celebrated *Steel Grip Rubber set* line of Paint and Varnish Brushes for instance. There you see the most advanced ideas in brush construction—something that is proving in daily trials throughout Canada to be far more serviceable than anything heretofore designed.

Build your brush business on Boeckh's products—never fail to produce good profits.

THE BOECKH BROS. COMPANY, Ltd.
TORONTO

Harvest King Power Grindstones



CLEVELAND TRADE MARK GRINDSTONES

IT'S IN THE GRIT

Grindstones are made from Sandstone and it is the sand particles or grit that makes the grindstone good or bad.

We own and operate the only *genuine* Berea and Huron stone quarries and these are the grits that give the best grinding results.

HARVEST KING has a frame of heavy angle steel. The stone is a CLEVELAND GRINDSTONE 24″ x 2″ with ⅝″ shaft, 12″ x 2⅜″ pulley and heavy steel roller bearings. A hand and drip cup goes with every HARVEST KING.

We can also supply a trough, treadle, pitman and bearing. Finished in green and black. Comes to you frame folded, stone crated.

Write for prices to-day.

THE CLEVELAND STONE CO.

Leader-News Bldg., Cleveland, Ohio

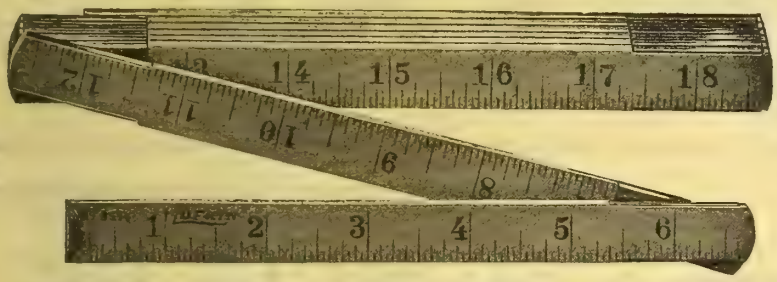
LUFKIN

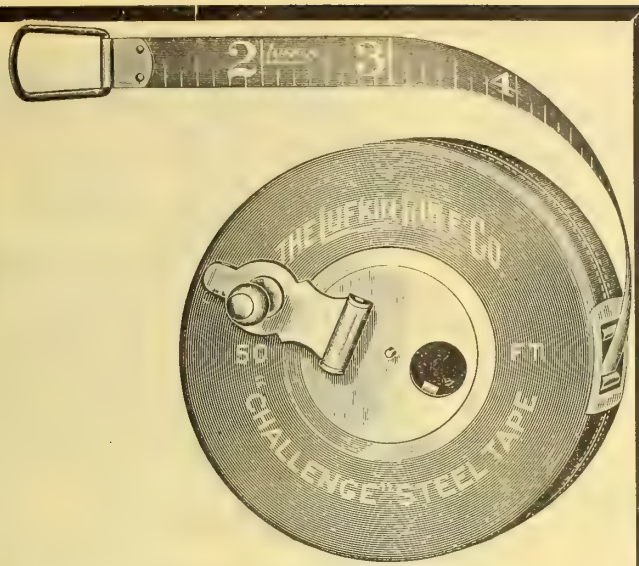
TAPES and RULES

RELIABLE IN EVERY WAY

A most complete and superior line, fully guaranteed, and backed also by a high reputation, well established.

Catalogues in
ENGLISH and SPANISH





MEASURING TAPES

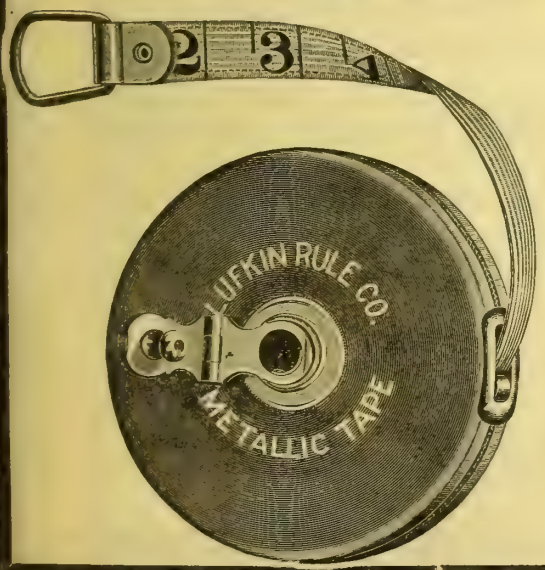
Spring Joint Folding Wood Rules.

Boxwood Rules.

Mechanic's Steel Scales.

Straight and Folding Steel Rules.

In addition to our large stocks of Tapes and Rules marked English and Metric, we are fully equipped to furnish promptly these goods made to many other standards of measurement.



Instantaneous Readings is but one of the many improved features originated by us.

OUR TAPES AND RULES HAVE MANY EXCLUSIVE AND NOTEWORTHY IMPROVEMENTS

Send for Catalogue—Spanish or English

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

United States Factory: Saginaw, Michigan
Branch Office and Warehouse, 106 Lafayette St., New York City

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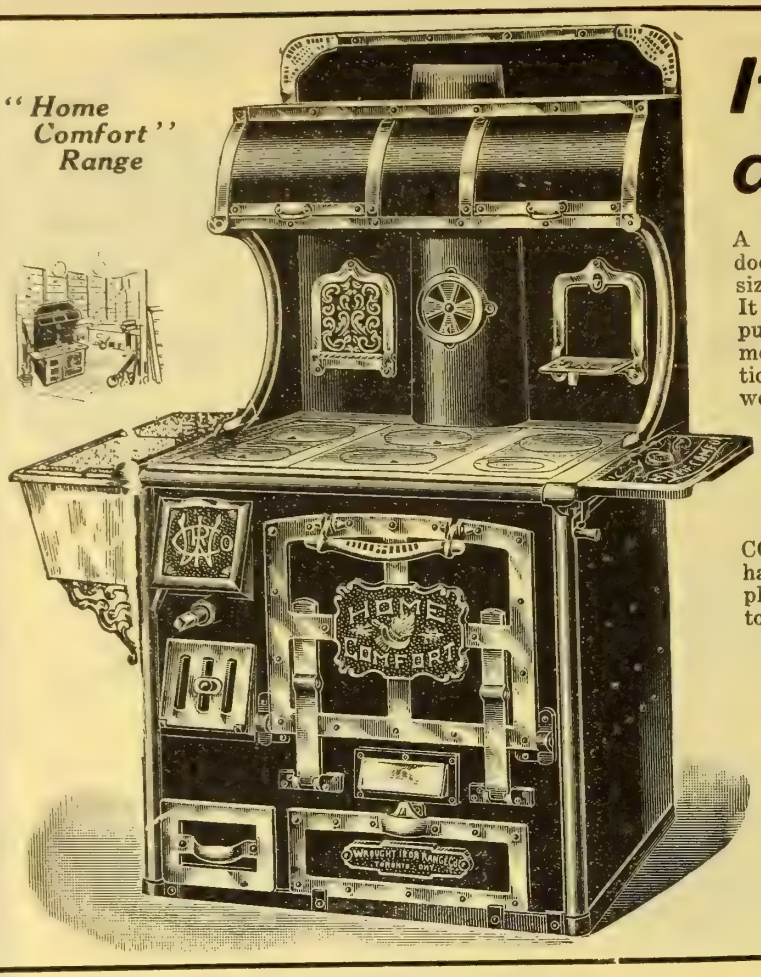


"Home Comfort" Range

It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, ONT. Factory: 22 Orillia St.

METALS · CHEMICALS · GLASS
B&S·H Established 1790

We solicit your enquiries for prompt or futures:

TINPLATES

(Stock only. Furthur imports embargoed)

SHEET COPPER
SPELTER
INGOT TIN
PIG LEAD
BRASS and COPPER TUBING

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

If interested, tear out this page and keep with letters to be answered.

CANADAIN WM. A
ROGERS LIMITED
1881 (R) ROGERS (R) A1
QUALITY

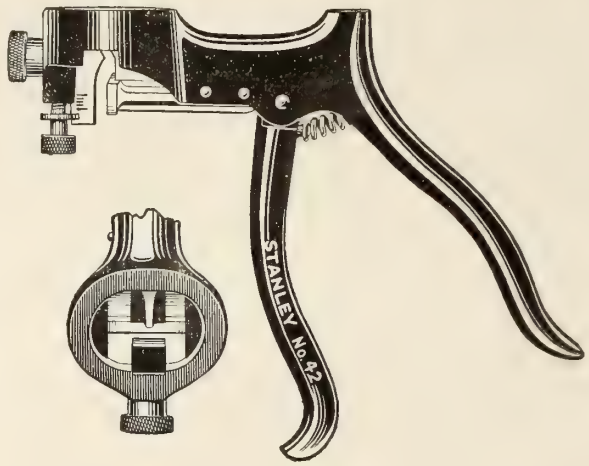
The Revere

A pattern that compels admiration; made in a quality that you can recommend; and sells at prices on which you can make a splendid profit.

Write for Price List.

CANADIAN WM. A. ROGERS LIMITED
DOWN TOWN SHOWROOMS-KENT BUILDING YONGE ST.
OFFICES and FACTORY 570 KING ST. WEST. TORONTO CANADA

Stanley Tools



STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully **machined** and are **interchangeable.**

The tool is given a fine black finish.

SEND FOR SPECIAL CIRCULAR

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

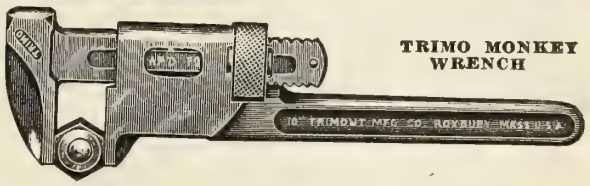
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

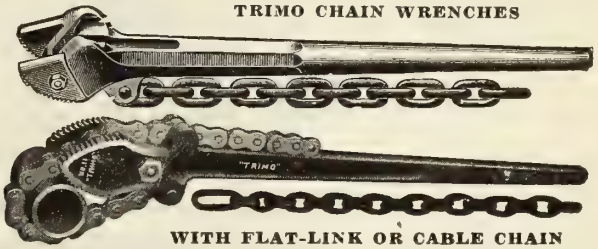
TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



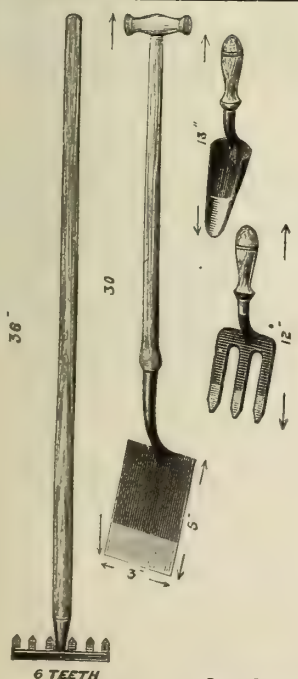
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

WARD & PAYNE, TRADE MARK W P SHEFFIELD



6 TEETH

The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

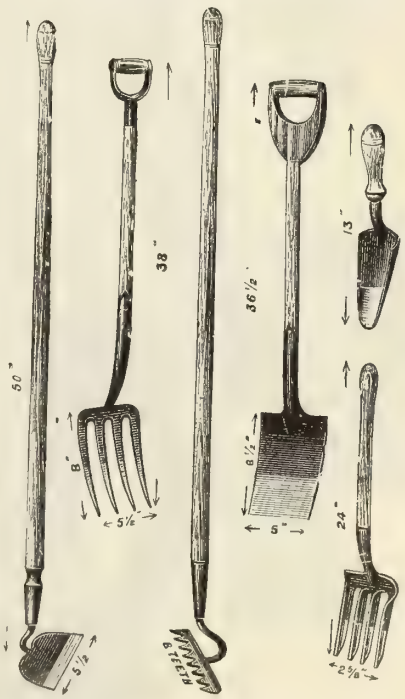
For full particulars, write

Canadian Representatives:

ALEXANDER GIBB

St. Nicholas Building - - MONTREAL

SHERMAN F. AINSLIE, Spadina Avenue, TORONTO



Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

BEAVER BOARD

Made in Canada

At Your Fingers' Ends

In the stores all around you, in the shops and factories of your town and the institutions throughout the country, there's a lively demand for Beaver Board. They all need this "knotless, crackless manufactured lumber" for offices, partitions, additions, new ceilings and a thousand and one other uses where Beaver Board is just the thing.

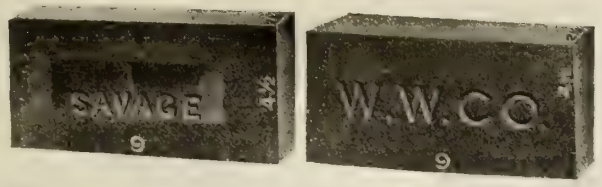
Remember that the commercial consumption is only one of the avenues for profit open to you as Beaver Board Dealer. New homes, remodeling and all the other household uses give sufficient reason for laying in a stock of this handy product.

Let us tell you more about the profit possibilities of Beaver Board.

THE BEAVER COMPANY, Limited

421 Wall Street, Beaverdale, Ottawa, Can.

Plants at Ottawa and Thorold, Ont.



Sidelines with big possibilities

Sales of fire brick are ofttimes large and always profitable. Besides, they bring you into business contact with manufacturers who are big buyers of all Hardware lines. We are ready to give you expert advice on the type of brick best suited to any purpose.

The Hardware Merchant who tenders on municipal sewer pipe requirements stands a good chance of getting a big contract, besides making himself known as an enterprising and reliable business man.

Let us help you to secure municipal contracts. We'll give you good prices, and just as good satisfaction.

"AKRON" OR "MIMICO" PIPE.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

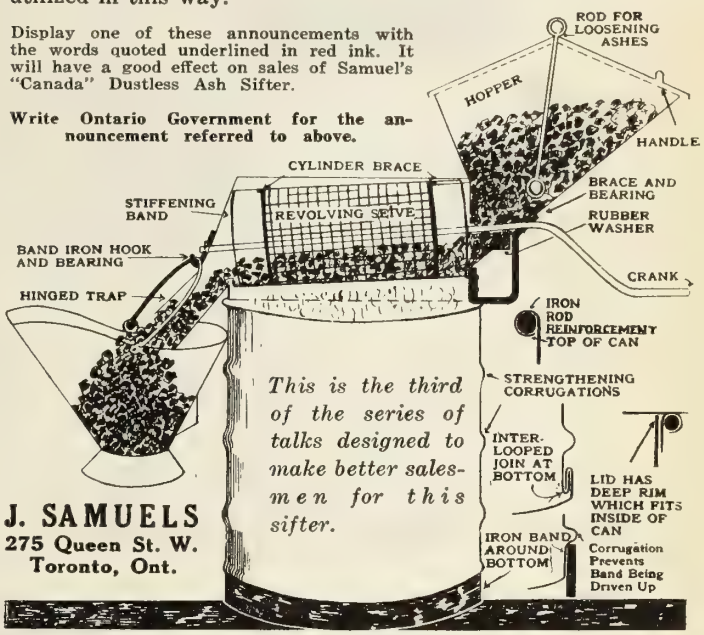
SAMUELS' "CANADA" Dustless ASH SIFTER

Display This Government Announcement

The Ontario Government has issued an announcement to the Public drawing attention to the fuel situation and urging economy. In part it says: "Thoroughly sift all coal ash and burn the residue. The result will be surprising. **One-tenth** of the fuel originally fed to the fire has been recovered and utilized in this way."

Display one of these announcements with the words quoted underlined in red ink. It will have a good effect on sales of Samuel's "Canada" Dustless Ash Sifter.

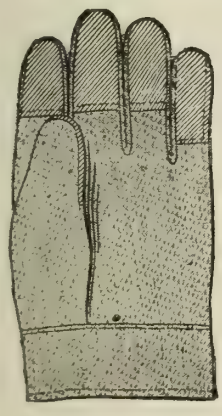
Write Ontario Government for the announcement referred to above.



This is the third of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

FOSTER BROS.' BUTCHERS' KNIVES

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

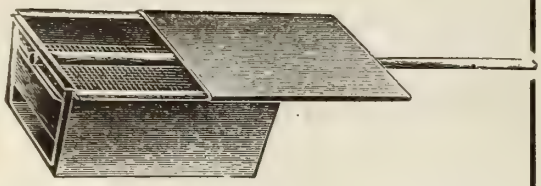
Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835

There'll be more "Daisy" Ash Sifters in use this year



Everybody will Sift Ashes this Winter

The fuel shortage and the National Economy Campaign combine to make lively business in "Daisy" Ash Sifters. It will be the endeavor this Winter of every householder to get every ounce of heat possible from every ton of coal, and the "Daisy" offers the simplest, most convenient, most economical means of returning unconsumed coal to the fire. No dust when sifting.

Is your stock in mid-season shape?

Household size, **$12.00 per doz.**
Institution size, **$16.50 per doz.**
F.O.B. Toronto.

Soren Bros. 545-7-9 King St. W. TORONTO

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO

Reed's

Sanitary Garbage and Ash Cans

Made in popular sizes and styles for use in house, school, office building, hotels, clubs and restaurants

Made of Strong Reinforced Galvanized Steel

Each style is constructed to give the best service for which itis intended, and judging by repeat orders our designs aregiving first-class satisfaction.

To appreciate the real merit found in these **Reed products, write for circular giving full description of various styles**

SPECIAL DEALERS PRICES

Geo. W. Reed & Co., Limited
37 St. Antoine Street - - - MONTREAL
ROOFERS SUPPLIES

If interested, tear out this page and keep with letters to be answered.

CANE'S Clothes Pins

NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

EXCELSIOR · HIGHEST STANDARD ·

Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Prompt Service

Our factories never were in better position to give prompt attention to orders. That means rubber needs for the Hardware Trade can be delivered with a promptness that is sure to please.

And to further facilitate deliveries, reserve stocks are kept at all our service branches throughout Canada. Your orders, sent direct to our nearest branch, will receive prompt and intelligent attention.

WE AIM TO SERVE AND PLEASE THE TRADE.

Canadian Consolidated Rubber Co. Limited

Head Office · · MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, NOVEMBER 3, 1917 No. 44

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JUST as there are little automobiles and big elaborate ones, so there are small simple garages and others that are large and pretentious.

No matter what kind of a garage may be contemplated, the correct equipment should consist of

STANLEY GARAGE HARDWARE

In the concrete garage pictured above the doors are extra heavy. Because of this they are hung on 36-inch STANLEY Garage Hinges No. 1458, which are so sturdily made that they will support the very heaviest of garage doors, swinging them smoothly and closing them tightly without sagging.

You should have in stock STANLEY Bolts, Hinges, Butts, Latches, Pulls, Garage Door Holders, etc. They're in demand and are profitable to handle.

To-day write for prices and information.

The Stanley Works
NEW BRITAIN CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Building, Montreal

LACO NITRO LAMP

REPEAT ORDERS
Are Proof of Value

Every dealer realizes that manufacturers are constantly seeking to persuade him to stock, display, push, and sell their lines. Manufacturers seldom give, at least in the columns of the trade press, good and sufficient reasons why the dealer should do this.

In asking you to carry the

LACO NITRO LAMP "THE LIGHT THAT GIVES MORE LIGHT"

We present the following reasons *why* you should do so:

1. This is the season when Merchants and Manufacturers give the greatest amount of attention to proper lighting.
2. The rapidly increasing demand in Canada for the Laco Nitro lamp is the best evidence we can offer you that it "sells."
3. Jobbers and dealers who stocked these lights last year are ordering in larger quantities this year.

4. These lights render universal satisfaction. Every sale insures a repeat order and repeat orders mean *PROFITS.*

You cannot select a more opportune time—so act NOW.

Write your local jobber or to

CANADIAN LACO-PHILIPS COMPANY, LIMITED

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, NOVEMBER 3, 1917 No. 44

500 p.c. Increase in Twelve Months

Third Floor Activity in Auto Accessories—Featuring Auto Accessories in One Department Brings Five Hundred Per Cent. Increase in Sales—Selling the Advertised Products—A Trip Through the J. H. Ashdown Hardware Co. Store at Winnipeg Reveals Many Interesting Features — The Addition of New Lines Such as Cameras, Fountain Pens, Phonographs, etc., Proven a Success.

IT is not always that a feature story can be started on the third floor of a hardware store, but here is one case where it is possible and worthy of note that one of the big successes attained in the merchandizing of goods is seen from this elevated position. And the line of goods which is obtaining such an impetus from its added space is automobile accessories.

In going over the remodeled store of the J. H. Ashdown Hardware Co. of Winnipeg, one of the most vital things which struck the writer was the space devoted to automobile accessories—a really new department, being only six months old. Before being moved to its present location, these goods were distributed throughout the store, though the principal stock was carried along with the blacksmith's supplies.

The department as now arranged occupies shelving which extends down the north side of the floor for about 30 feet, besides floor space the same length by about 18 or 20 feet in width. The shelving contains all classes of package goods, such as cementless patches, cements, vulcanizers, reliners, valves, radiator compound, polishes, etc., and presents as neat an appearance as any other department of the store.

Figure 1 shows a type of rack used for showing auto tires. This rack was made by the firm, has capacity for fifty tires of assorted sizes and being on casters can be easily moved about.

Two eight foot show cases are used effectively for making displays of various lines and tables are also utilized to show many of the smaller accessories. Underneath the tables larger lines such as auto jacks are in plain sight besides being available for those who wish to try them out. Gasoline engines of various grades and capacities are also shown in this department.

Pointing the Way to the Third Floor

Supplementing the newspaper advertising and window displays, there are attractive cards on all floors of the store indicating that auto accessories are car-

Some idea as to the size of the present auto accessory department in the Ashdown store may be gathered from the accompanying illustration. The method of showing tire pumps, jacks, tonneau chairs, and oils as seen in the immediate foreground, is decidedly effective. A big wall case, not shown in the illustration, now replaces the two silent salesmen shown at the extreme left, being used for an excellent display electric percolators, coffee pots, etc.

ried on the third floor. Near the elevator on the main floor stands a tire rack display which holds a complete wheel, an inscription on a card directing motorists to the department above.

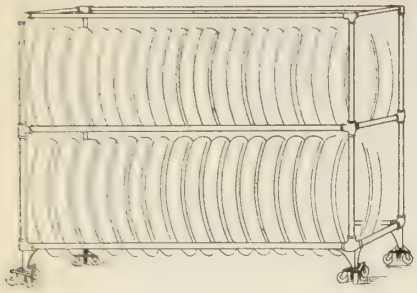


Fig 1.—Illustrating a tire rack which can be easily made by any hardware man. It is made of wrought iron pipe and the casters are the regular 3-wheel stove type.

Sales Increase Five Hundred Per Cent.

The manager claims that a conservative estimate places sales for this department five hundred per cent. bigger than they were one year ago. At that time, about two dozen lines comprised their stock. Now, he claims to have as varied and as well assorted a stock as anyone in the city.

Selling the Advertised Products

A point of extreme interest brought out was the effect of advertising. The manager states that by this means a demand is created for many lines, really novelties and their value questionable, which people come and ask for and must have, whether said products are meritorious or not. This means that these goods must be carried in stock, but at the same time great care must be exercised in their purchase as the sale may be so short-lived.

Window displays and newspaper advertising have done a great deal to attract interest to this department; and its phenomenal growth is really an indication as to how the retail hardware man stands in line for securing a big portion of this business.

Featuring the Electrical Department

The electrical department is also on the third floor, and this includes a show case which is a beauty. It is lighted by five sixty watt lamps and reflectors, has four glass shelves and mirrored backs, and contains a very extensive showing of coffee percolators, toasters, grills, chafing dishes and percolator sets. One of the features about this case is that a very intense light is used to get a maximum effect from the brilliancy of the display. It is a large case sixteen feet long, six feet high, and is not overcrowded. Tables covered with red felt are used for showing table lamps, desk lamps, shades, etc., and a special table is chiefly devoted to electric irons, the idea being that the customers can handle and see just what they are getting. Their electrical business covers the selling of these goods only, as they operate no contract department whatever for installation of fixtures, etc.

Stove Display Removed From House Furnishings

The south and east ends of the third floor are practically all devoted to the display of stoves, of which there are all kinds, coal and wood stoves and ranges, hotel ranges, laundry, gas, electric, and coal oil stoves, and heaters from the noted Quebec to the latest base burners. Even the sheet iron camp stoves are included as well as furnaces. Included with the stove display is a splendid line of kitchen cabinets, it being felt that these worked in splendidly with the stove department. These lines, it will be noted have been removed from the house furnishings, the line being big enough to "carry on" in a separate department of its own.

One of the New Lines Now Selling

Beds, mattresses, springs, and pillows have been added to this firm's stock during the past six months and sales have attained a splendid total. They occupy space in the center of this floor, and are very neatly arranged.

Getting Builders' Hardware Business

In the rear portion of the third floor is what is known as the contract department for builders' hardware. It is here that all big sales for these goods are handled and although their customers' convenience dictates that a pair of hinges or a coat hook be procurable on the main floor, when outfitting a house a customer is always directed to this department where a complete showing of all lines of lock sets, hinges, sash fasts, transom lifts, casement fasteners, etc., is conveniently and neatly arranged. It is claimed that sales are much more easily and satisfactorily made when prospects are away from the distracting influence caused by the constant flow of customers on the main floor.

The Main Floor—Using But Not Crowding Space

It may seem that the writer has departed from the usual procedure in outlining the departments on the third floor first, in preference to those on the main floor, but the remarkable strides made in the auto accessory department made this seem fitting. Completing the entire floor was then a natural consequence, but now the re-arrangement of main floor will come in for its measure of publicity.

Cut Glass and Silver-Plated Ware

It is not always that the space directly behind the show windows is used so effectively as the arrangement now prevailing in the Ashdown store calls for. On entering the store, immediately to the right, and backing the store windows, is an immense wall case displaying cut glass. This case, which is open in front, permitting of easy access, has a mirror back, the goods themselves resting on glass shelves. Occupying a similar position to left of the entrance is a case containing silver-plated ware, such as bake dishes, butter dishes, etc. The space thus occupied is really added display room, as it has never been utilized before.

Fountain Pens Selling Briskly

Right near the entrance, at the end of the cut glass display stands a display case containing fountain pens. Installed during the last few months, this line has proved a splendid seller. It is bound to be seen by every one on entering or leaving the store and the success attained with this line proves the drawing power of effective display and how easily, too, the hardwareman may add to his line of profit makers at little added overhead expense.

Horse Shoe Arrangement of Show Cases Excellent

In the centre of the main floor is an immense display of cutlery of all kinds in silent salesmen which are arranged in horse shoe style. The front portion of the horse shoe, facing the entrance, is devoted to a display of pocket cutlery, shaving accessories, scissors and other small lines. The cases comprising the sides of the horse shoe contain a big range of silver-plated flatware from the individual pieces to the many sets of cased goods. Cased goods are carried in sets containing from six to one hundred and forty-eight pieces.

The main entrance showing the display cases of Cut Glass and Silver Plated Ware on each side backing up the main windows. This display is seen by everyone on leaving the store and one side at least is noticed by those entering as they swing to the left or right. At the time this picture was taken the display case of fountain pens was not in place, but it now sits where the small table is shown.

Through the centre of this horse shoe a fixture has been arranged on which fancy clocks, brass ware, wooden trays, chafing dishes, etc., are effectively displayed. Glass doors to the shelving below do not interfere with the showing of many fancy lines. There are drawers in the portion of this central fixture nearest the floor which are used for surplus stock.

Enlarging the View

In rearranging the store, the central fixture running through this horse shoe was cut down to its present level of about four feet from a height of about eight feet. This had the effect of opening up the store wonderfully, as under the old arrangement one half of the store was shut off from view of the other half, creating the impression that there were two separate stores. The old arrangement also was conducive to confining the traffic more to one side of the store and there were many people who never saw the displays arranged on the other side of this central fixture.

For the Mechanic

The mechanic's tool department is on the right hand side of the main floor. Wall cases with glass fronts are utilized extensively, adding effectiveness to the display. For the display of plumbs and levels, planes, hand and breast drills, chain drills, floor scrapers, etc., a large sectional wall case having twenty-four feet frontage and being four feet high is used. There are four tiers of glass shelves, in addition to four wooden steps at the bottom which are utilized to show the many styles and sizes of plumbs and levels, this resulting in a very neat arrangement.

Above the wall case and extending its entire length are two rows of shelving which are used for surplus stock. Below the case, arranged on doors, is an exceptionally good showing of mechanic's fine tools, such as micrometers, calipers, dividers, combination squares, rules, try squares, etc. The shelving behind these doors is used for holding the stock of goods displayed on the fronts.

Beyond the wall case there are two sections of drawers about eight feet in all, the fronts of which carry samples of the goods inside. Next to these drawers is an exceptionally big wall case of saws.

New Saw Case a Dandy

This saw case is sixteen feet long and seven feet high, having a capacity for 125 hand saws as well as containing compass, hack, flooring, back and meat saws, etc. The arrangement of hand saws is decided novel and very neat. There are three brass rods arranged above each other on which the saws stand on their handles, the blades fitting into two inch slots sawn at an angle of forty-five degrees. This results in an instant survey of the style, length and number of teeth before handling. The question of showing to a customer does not necessitate touching the blade with the hands at all as each saw can be removed by the handle and replaced without disturbing the others. The other kinds of saws are placed on pegs in the usual manner of arrangement.

Circular Saws Displayed Effectively

On the top of this case is a display of circular saws. This is very effective and can be seen distinctly in one of the illustrations. The saws are supported at the centre by an upright, to which they are bolted. This way of holding the saw is very neat, as the customer cannot see how it is supported. The bolt runs through the bracket and mandrel hole.

Lighting of the saw case was a problem owing to its extreme height but this was solved by placing a very strong spot light in the ceiling about eight feet in front of the case. This throws the light over the entire case, revealing each saw clearly and much more distinctly than the ordinary method of inside lighting.

Beyond the saw case are wall cases and drawers, this display balancing the one at the front of the store as mentioned above.

Fronting the various cases are counters and silent salesmen over which sales are conducted. The silent salesmen occupy space at each end of the counters and carry neat displays at all times. The display of pliers in one of these cases is arranged on plush covered boxes similar to those used for the showing of scissors. Over hundred lines are displayed in this manner.

A splendid view of the main floor of the Ashdown store. In the immediate foreground the arrangement of the cutlery cases in horse shoe style is shown. It will be noticed that an unobstructed view of the mechanics' tool department over the central fixture is possible at its present height. The saw case, with the circular saws above, is clearly shown, and the arrangement of the wall cases and drawers is quite distinct.

On each end of the counters wire baskets are used for displaying odd lines on which a special run is being made. Price cards indicate how much the lines shown are being sold for.

Builders' and Cabinet Makers' Hardware

The small lines of builder's hardware, in addition to cabinet maker's lines are sold from the left hand side of the main floor. As mentioned above, any one wishing a pair of butts or other items in small quantities can secure same here without having to go to the contract department upstairs. The display of goods is made on the front of drawers which contain stocks of the lines thus shown.

For the Blacksmith

Beyond the builders' hardware the blacksmith comes into his own with a real attractive display of all lines which he uses in his business confined in a regular department. A wall case for the display of farriers' hammers, tongs, nippers, stocks and dies, etc., besides drawers and shelving, make this one of the neatest departments in the store. Forges and anvils are displayed on the floor, and the space underneath the stairs is used for a stock of hammer and hatchet handles, etc. All sizes of small bench vises are shown on a special display stand which sits on the counter.

Plumbing and Paint at Rear of Store

The plumbing and paint departments are in the rear of the store on the main floor. In the plumbing department floor space is utilized for displaying pumps, pump jacks, blocks, gasoline engines and many of the big items called for by the farming trade.

Four display tables with bins below are used to display cistern and force pumps along with other sundry lines. Sheet packings are hung on rollers which make it an easy matter to serve customers with any quantity required.

Fittings Easy of Access

Bins along the wall at the back of this department are used for carrying all sizes and styles of pipe fittings. A complete stock is carried and is easily accessible. The bins are tagged with the name and size of the fitting to eliminate any confusion in securing the proper thing.

Selling of Paints

The paint department which faces the plumbing lines gains prestige from the use of silent salesmen in which brushes of all kinds are neatly displayed. The many kinds of paint and varnishes are arranged on four sections of shelving, two deep, the lines being kept separate. The four sections in front are not built as high as those behind, enabling a display on those behind to be seen by customers at the counters.

Battery of Self-Measuring Pumps

At the rear of the department a battery of twenty-eight self-measuring pumps takes care of the oil business in a convenient and satisfactory manner. These pumps are supplemented by another gasoline pump, which leads to the outside of the store for filling cars at the curb.

Sale of Automobile Oils

Automobile oils are sold here as well as in the auto accessory department upstairs. The firm states that these are sold more in bulk than in small cans owing to the great saving in cost. The original outlay for oil will usually include a can but this is afterwards refilled.

The stock of glass is carried in the basement, and a speaking tube from the paint department is utilized for transmitting sizes to the man who looks after this. The glass is cut and packed for shipping in the basement and then sent direct to the shipping room, as few people carry glass with them.

Shipping Department by Itself

At the rear to the right is the shipping room. It is provided with an office at which bills are left, the shipping clerk making out the delivery slips from these. All goods are packed by the clerk who sells the goods, and the man in charge of the shipping room sorts them into the correct bins for the section of the city to which they are addressed. In some departments a small truck is used to collect parcels and when filled is run down to the shipping floor on the elevator. Such a truck is used in the house furnishings department. All heavy goods from upstairs are brought down on the elevator as well.

Motor Trucks Used Extensively

The firm has six motor trucks and one horse, the horse being used for delivery to places which the motor trucks cannot reach. The trucks back up to the shipping room doors and each driver gets the goods from his bin and sorts them as required for his territory.

House Furnishings and Sporting Goods

Two extremely important departments are included on the second floor, namely, the house furnishings and sporting goods. Both of these take a great amount of space, but the firm claims the sales justify all the room devoted to them.

In the house furnishings display tables are used extensively, the tops being covered with wire baskets in which wire goods and small lines of enamel and tin wares are shown. Each item carries a price card marked in plain figures. The space below the tables is utilized for the bigger items such as tubs, pails, etc.

It was noticeable that glass ware and crockery were carried and the firm intimated that they were going to enlarge considerably on their crockery stock. This is considered a good hardware line and they see no reason for passing up this business.

Woodenware occupies a considerable amount of room for the display of clothes horses, ironing boards, clothes baskets, washing machines and wringers, etc. The electric washing machines are

Two typical window displays at the Ashdown store. The attractiveness of the display of oils is no less apparent than the one of silver-plated ware. The inset shows one of the fleet of trucks used by this firm The windows were dressed by C. H. Smith.

included with the other lines rather than in the electrical department. Interesting indeed was the display of refrigerators which, though comparatively small now in comparison with their summer showing, revealed the fact that these sell, even in winter weather.

Aluminum, enamel, tin and copper wares are arranged on shelving built along each wall. One corner is devoted to a display of bathroom fittings, as it is claimed that this line is bought almost entirely by women.

Trunks and Bags a Success

It is not always that trunks and bags are sold by hardware stores but the success attained in this department has been a revelation to the management. The suitcases and club bags are arranged neatly on wall shelving which not only makes a good display but eliminates unnecessary handling which would result in having these piled up on tables, or on the floor. The trunks and bags are at the entrance to the house furnishings department.

Sporting Goods Now Being Rebuilt

At the entrance to the sporting goods department, which is at the rear of the second floor, the first thing to strike the writer was the display of phonographs. Phonographs in a hardware store? Even true and developing into a splendid proposition. Machines, which sell from $8.50 to $475, are carried, as well as a very large assortment of records. The space devoted to the phonographs is tastely decorated with pictures of noted artists, whose music, vocal and instrumental, is well known. A special tone room aids the customers in selecting records or the style of machine which they will purchase.

Turning to the left is a large wall case used for the display of shotguns and rifles, in which space is reserved for a continuous showing of 150 models. Light from a large window throughout the day and inside electric lighting at night keeps these lines prominently before customers at all times.

On the south wall cases are also utilized effectively for displaying dog collars, muzzles, whips, tennis racquets, golf clubs, etc. Hockey boots, tennis and athletic shoes of every description are given space on shelving at the rear of the south wall, and on the west wall a settee is conveniently placed for the use of those requiring to have their shoes fitted. There is a fine showing of hammocks, row boats, canoes, etc., occupying a large amount of space along the west wall.

New Rectangular Display Case Effective

The recent improvements embrace the building of a rectangular display case in the centre of this department. Floor space occupied is about 40 x 15 feet. The display space is about 30 inches in height and 12 inches in depth above a mahogany-finished base. Such lines as cameras, dumb-bells, boxing gloves, vacuum bottles, playground and indoor baseballs, mechanical toys, roller skates, bicycle accessories, hunting knives, reloading tools, small bore rifles, playing cards, checker boards, etc., are all given added attractiveness by this new arrangement.

Within the enclosure made by this rectangular case shelving has been conveniently arranged for the carrying of stock.

Go-carts, express wagons, velocipedes, etc., occupy space on the floor, a showing many styles and sizes being made. Every inch of space is used, and it might even be noted that above the wall cases there are excellent hunting pictures, which give a touch of realism and add materially to the atmosphere of completeness.

As Seasons Change—Also Goods

As the seasons change, of course, the displays will be rearranged, and this should be easily accomplished when space is available to such a degree. Even now the layout for skates, hockey sticks, toboggans, snow shoes, etc., is planned for the winter trade, and in another month's time this department will present an entirely changed appearance.

Trying Out the New Lines

Throughout the above, it will be noticed mention has been made of several new lines which have been added from time to time. These include fountain pens, beds, springs and mattresses, watches and clocks, trunks and bags, cameras, and phonographs and records. Each of these lines has proved a success, due largely to advertising, both newspaper and window display, backed up by neat store arrangement.

To illustrate how attention is directed to these lines in different ways, a recent newspaper ad., which this store ran on shaving utensils, carried a panel in which mention was made of these new goods under the following catchy caption: "Things unusual for a hardware store, but they're here." Then a list was given as enumerated above.

Making Use of the Windows

The window displays which the Ashdown store have are decidedly attractive, two typical ones being reproduced herewith. Considerable time is devoted to their arrangement, and their value, from the store management's standpoint, may be estimated when it is stated that the entire front and over half of one side is utilized in this way. A space of about 42 inches above the display windows, having a glass frontage to throw light into the store, is now being used to display lines like automobile tires, etc., which will not affect the light, and still supplement displays in the regular windows.

Altogether, the Ashdown store is a splendid tribute to the development of the West and the success attending their experiments with new lines is well worth noting. A 500 per cent. increase in the sale of auto accessories, their claim as to sales of watches, the inclusion of fountain pens, cameras and phonographs, all point to the greater development of the retail hardware store and the place which the hardware man can develop in the business life of his community.

Possibilities of Trade With Alaska

United States Government Likely to Requisition Ships on Alaskan Route—Canadian Transportation Companies Watching Developments — $100,000,000 Trade Involved—Virtually a Home Market for Canadian Manufacturers.

RECENT advices indicate that the United States Government may requisition Alaskan steamers to divert coastwise shipping to the trans-oceanic routes. This will undoubtedly result in a large portion of the Alaskan trade being transferred to Canada and same would pass through the ports of Vancouver and Prince Rupert.

Canadian Transportation Companies Alert

The situation is one of extreme interest and the possibilities of such a transfer are being watched closely at the western offices of the Canadian transportation companies which would be affected. Preparations are being made to enter on the Alaskan trade on a bigger scale at any moment when the traffic would indicate such a move was warranted. There is no doubt but that a shortage of United States bottoms to handle this traffic would mean calling on the Canadian lines to do everything possible to keep the traffic moving.

In view of this probable outcome, a mass of useful information is being compiled at the offices of the companies concerned regarding the Alaskan business. Seven American and two Canadian shipping companies are at the present time operating in the northern service.

There is no doubt but that the possibilities of the trade are considerable according to data in possession of the transportation companies. Combined imports and exports to and from Alaska represent some hundred million dollars a year in value.

It is, of course, true that Canadian shipping companies would not be in a position to take care of the whole of Alaska's trade but there is little likelihood that all the United States coast steamers now plying in these waters will be requisitioned. Only the larger boats would be suitable for trans-oceanic service.

Canadian Ships Could Be Multiplied

Canadian lines could replace several of the vessels that may be taken over by the United States Government and so divert a portion of the trade to Canada by way of the ports of Vancouver and Prince Rupert. From these ports then

(Continued on page 67.)

A Survey of Western Conditions

Conditions Generally Favorable—$700,000 Crop on One Farm in Alberta—Tractors to Play an Important Part—Mixed Farming Making Strides—Saskatchewan Town in Rich District—52 Bushels Per Acre in Manitoba.

AFTER a trip of some extent through the Prairie Provinces, A. H. Illsey, Associate Editor of HARDWARE AND METAL has returned with splendid impressions of existing conditions. Farmers have done well, with every promise of further success in the greater development which will naturally result on what is at present uncultivated soil. The West's crying need is farmers with real initiative, and more farmers.

Alberta Generally Good

In what is known as Southern Alberta there has been a very satisfactory yield. This is almost altogether a wheat producing area and it has been more conscientiously worked, probably, than some of the Western farms in other parts, owing to the particular adaptability of the district to wheat, which yields very large returns per acre. In a wide survey of the field thus described, covering a 300 mile automobile trip, nothing but a good and enthusiastic opinion and report could be gathered.

$700,000 Crop on One Farm

Much has been written of the success attending the farming ventures and successes of C. S. Noble, of Nobleford, Alberta. This year the outstanding fact is in the immense value of his crop which will be worth, in round figures, the enormous sum of $700,000. This farm has been developed on a very large scale, and what has been demonstrated through the ingenuity and strenuous application of modern principles to farming by C. S. Noble will be most effective, we have no doubt, in stimulating others engaged in similar though possibly smaller enterprises. One of the elements contributing to the large yield here, is that of summer fallowing, which principle is rigidly adhered to.

Tractors Will Be Big Factor in Future

So serious is the problem of feed for horses, that on the Nobleford farm, there will in all probability be in use, another season, many tractors of medium weight and of approved tvpe. In fact the writer was informed that a demonstration was to be made during October, and that, if results were satisfactory, many of these would be ordered and placed in commission at once. The feeding of horses has been the source of much concern on this farm as it entailed the cost of several thousands of dollars monthly.

Central and Northern Alberta

There was some dearth of rain in a few parts of Central Alberta. These were rather local in extent, and here the percentage of excessive heat was also great. As a consequence, there was some effect on the yield, but the quality of wheat was excellent. This, in fact, is characteristic of the western crop of 1917 and is very gratifying. The oat crop here was moderately good.

Northern Alberta has a big crop, and the farmers will realize on same in a big way. A large percentage of this should find its way into trade channels, and the average business man is prepared to meet the demands which will result from a brisk trade. This will be felt largely in Edmonton and the surrounding towns north, east and south.

Mixed Farming Bringing Excellent Returns

One of the best seasons on record is that prevailing in the district eastward from Edmonton and extending in fact right through to Manitoba. In part of this district, mixed farming has been followed with most gratifying results. This has been a gradual development, for at one time the matter of wheat raising occupied every idea that the farmer had along the lines of development of the resources at his disposal.

Success Attending Efforts of Foreign-Born Settlers

A valuable and highly productive district is that served by the towns of Vegreville and Vermilion. These are representative of a large number of other adjoining towns covering a big area. Here, some 75 per cent. of the trade comes from settlers who made their homes here many years ago and are represented by Russians, Galicians, Austrians, Hungarians and others. They have made the best of settlers and have produced much of the wealth possessed in their respective districts. They apply themselves closely to the production of the crop and are rewarded this year with an abundant yield—largely of oats. Wheat has done well, and some barley has been grown, but grain is grown to secure feed principally, as every farmer has concentrated more or less on getting his profit from the sale of beef, cattle and hogs.

Huge Shipments of Cattle

Centred in this district, it is claimed that there is more distribution of freight than at any point between Edmonton and Portage la Prairie. This is, in large measure acounted for by the large weekly shipments of cattle. This has been so carefully and largely developed that at any time a farmer may bring his wagon-load of steers to town or drive in a whole herd, securing the best and highest return per head, evidence of a fair and satisfactory price obtaining on all occasions.

Cattle Herds Six Hundred to One Thousand Five Hundred

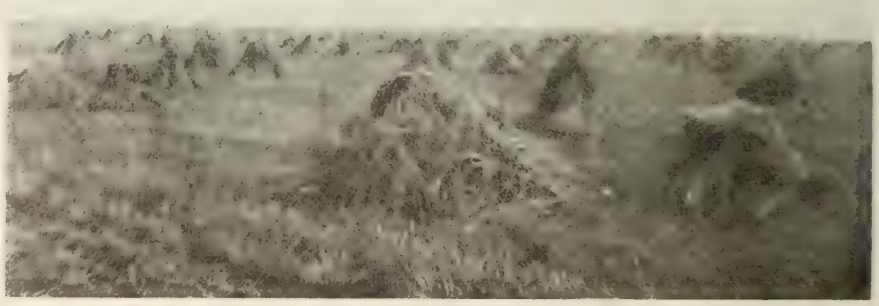
When it is asserted that there are herds of from six hundred to one thousand five hundred in this district, and with these being marketed at top prices, some indication of the adaptability of the country to the pursuit of this industry may be formed. Nearly every farmer has a herd of some size, and the revenue obtainable at any time has served to assure a stability that is built on bed rock.

Cattle in "Park Country" Thrive on Silo Feed

In conversation with a large stockman we were told that the district known as "Park Country" is admirably suited to stock raising. Here the cattle can secure the best of pasture, and with the help of "silo" feed, prepared from oats when in the "dough" stage,—cut dry, and used in early spring and winter there is never any doubt as to the cattle being well-conditioned at almost any time after two and a half years growth. They are usually marketed at from two and a half years to three and a half years, bringing splendid returns.

Sheep Have Done Well

Sheep-raising has received a decided impetus around Vermilion. Here these have increased in number and a very nice margin of profit has accrued to those so



Field of wheat near Dauphin, Man. One load of 88 bushels netted $136.30 to one man. These are the returns which enable the farmer to pay his debts, then buy an automobile.

By no means is all the West an endless prairie, devoid of its beauty spots. This shows one of many pretty scenes to be encountered throughout the West.

engaged. The sheep-raising industry will grow until this will be a very important factor in this district. The wool crop will total about 40,000 pounds this year.

Prosperous Country Reflects Beneficially on Town

The returns from Northern and Central Saskatchewan have been good. There is every reason to say that this has been a banner year here. There are many Doukhobors in this locality who make good, progressive farmers, developing their land well. The prosperity of the farmer is nowhere better reflected than in the town of Kamsack, which is distinguished in a striking manner by the enterprise of its citizens. Clean, well-lighted streets are a distinguishing feature. Oats, barley and wheat are produced in this rich section of the West.

Records of Past Twenty Years Eclipsed

In Northern Manitoba, with Dauphin as a centre, there is abundant evidence of the claim made by the farmers and merchants there, that this district has the best and largest production, agriculturally, in its history of over twenty years. Wheat has been the basis of the farmers' wealth and ideal weather conditions prevailed for the 1917 season.

A few concrete instances may be cited, which will not be amiss. One farm of three hundred and twenty acres sold for $5,000. One hundred and five acres yielded an average of 35 bushels of wheat to the acre, the owner receiving $7,350.00. The remaining 215 acres we may assume, brought in, several thousand dollars additional revenue. Another young man secured a return of $12,000 from a half section. One farmer has successfully garnered 19 crops, one after the other with no rest given and with no fertilizer used. Most of these were wheat crops with barley seeded occasionally to clean the soil. There are many average yields of 40 bushels and some individual yields have reached a total of 52 bushels.

Future Outlook Encouraging

The immediate future for business generally is promising. The basic element for success in the West is the development of its agricultural possibilities. These are being developed extensively and the future depends in a large measure on the successful increase of farm products.

Economy Necessary in Iron and Steel

Situation as to Supplies Remains Serious — Understanding Reached Between Governments of United States and Canada—Results of Visit of F. C. T. O'Hara to Washington.

IT is quite evident that the visit of F. C. T. O'Hara, deputy minister of trade and commerce, to Washington has confirmed reports as to the seriousness in regard to iron and steel supplies. As a result, rigid economy in every scrap of metal is strongly advocated.

Misunderstandings which have existed in respect of procedure in the handling of export license applications and applications for priority assistance have been cleared up and arrangements have been made which, it is hoped, will assist the Canadian manufacturer to secure articles he needs from the United States.

The demand in the United States is abnormal, and there exists a likelihood that a number of Canadian manufacturers will be forced to sacrifice much in the future owing to the fact that the United States will be unable to supply materials required for commercial purposes in Canada. It is further intimated that a scarcity in materials required for the manufacture of articles which might properly be regarded as contributory to the war exists. This can only be met by effecting the strictest economy in the use of metals.

Arrangements have been reached with Washington whereby all articles now requiring priority shall first be covered by a priority application made by the United States shipper. Such priority application must be forwarded to the department of trade and commerce, Ottawa. The department of trade and commerce upon investigation as to the need and urgency of the article in Canada will recommend such priority as it can, based on the scheme laid down by Judge Lovett, chairman of the priorities committee.

It has been arranged to have an officer of the British embassy in Washington detailed to follow up with the export license bureau applications for export licenses which have been endorsed by the department of trade and commerce.

A committee of prominent iron and steel men is now investigating the iron and steel situation in Canada.

POSSIBILITIES OF TRADE WITH ALASKA

(Continued from page 65.)

the Canadian railways would carry the shipments to their destinations.

During the summer months each of the two Canadian lines operates two steamers and in the winter each operates but one boat to Alaska. The summer service of Canadian ships to Alaska therefore consists of four steamers. The Grand Trunk Pacific could not increase their service of two boats, not having any others; but the Canadian Pacific has a sufficiently large fleet to enable it to place as many as half a dozen steamers on this route.

Virtually a Home Market for Canadian Manufacturers

This would seem to offer decided advantages to Canadian manufacturers and no doubt they will watch the situation with great interest. There is a splendid railway service to the coast over the transcontinental lines and a through Canadian freight service should be a marked advantage in securing business from Alaska. Canada's exports are growing rapidly and the possibilities in a field so near at home should not be overlooked.

The shipping companies which now operate a service over this northern route are:

American: the Alaska Steamship Company, the Border Line Transportation Company, the Humboldt Steamship Company, the Independent Steamship Company, the Pacific Alaska Navigation Company, the Pacific Coast Steamship Company, and the Westward Navigation Company. The Canadian lines are the Canadian Pacific and the Grand Trunk Pacific.

EDITORIAL COMMENT

THE DECLINE IN LEAD

THE trade has watched with interest the recent declines in the pig lead market, and the consequent reductions reflected in the prices of manufactured lead products. Lead is one of the products which so far has escaped price-fixing. In this connection the *Engineering and Mining Journal* says that the recent events in lead are another illustration, like the previous case of spelter, of how a market will take care of itself if a little patience is exhibited. In lead, where the Government has kept its hands off in the matter of price-fixing, we have, states the *Journal,* seen consumption reduced by the natural deterrent of high prices and that consumers did not care to pay, whereas in copper the Government is curtailing consumption by strong-arm tactics, telling consumers that they should not have it and, incidentally, wrecking the whole machinery of the market. We imagine that the swiftness in natural curtailment of lead consumption is due to the fact that with respect to a large part of the consumption there is less of a gap between the ultimate consumer and the producer than there is in the case of other metals.

HARDWARE AND AUTO ACCESSORIES

ELSEWHERE in this issue appears an article describing how a Western Canada hardware firm has taken hold of the auto accessory end of the business and effected a great increase. This would indicate what great possibilities there are in this branch of the hardware business, and the hardware men have not been slow in taking up this line.

The auto accessory business is still in its infancy and further developments will be watched with interest. Those merchants who are now catering to the motorist find it a mighty profitable trade and as the growth of this business continues, so will the hardware man who is featuring these goods benefit.

ACTIVITY IN ASSOCIATION

OFFICERS of the Ontario Retail Hardware and Stove Dealers' Association are now actively engaged in preparing a program for the next convention to be held in Hamilton during February, 1918. The program during the coming convention will be along somewhat different lines to that of previous conventions. A number of specialists are to be called in to deliver addresses. There are several new features to be added to the program, and they will appeal strongly to the retail hardware merchant. The officers are endeavoring to prepare a program that will be so cram full of interest to the retailer. that members of the association cannot afford to remain away from the convention.

Following the convention last year, HARDWARE AND METAL hurled several criticisms at the way in which the convention meetings had been conducted. A few members took exception to our remarks, but a large percentage of the members, including practically all officers of the association, supported HARDWARE AND METAL. As an outgrowth of articles published at that time, and the discussion which followed, a large number of excellent suggestions were made as to how future conventions could be made of more practical value to the members. There is no good reason why an association of at least 1,000 members could not be built up in Ontario. In order to do this, however, the trade must be shown that the association is working along practical lines. There is no body of merchants in Canada better able to support a real, live association than the retail hardware merchants. Further details regarding plans for the forthcoming convention will be available in the near future. Present indications are that the convention will be the most practical and interesting of any yet held, and that, when the program is announced, it will meet with the hearty approval of the entire trade.

TAXING THE MOTOR CARS

SOME of the editors of the daily press are advocating loudly that action should be taken similar to that in the United States towards imposing taxes on motor cars to secure additional revenue. In the next sentence they indicate that their use should be prohibited. The inconsistency in such statements is so glaring that it would seem unnecessary to refer to same at all. However, the noise of this taxation cry is reaching such proportions that some of the facts in connection with existing conditions might be brought out.

Why shouldn't motor car owners pay a substantial tax? They do, and a very substantial tax as well. The Federal Government derives a revenue from motor cars that will be approximately ten million dollars this fiscal year. The Provincial Governments derive millions of dollars a year from their motor car taxes. The Federal Government imposes

a tax of 35 per cent. on imported cars, parts and accessories and a war tax of 7½ per cent.—a total of 42½ per cent. The Federal tax on motor cars in the States is 3 per cent. Motor cars in Canada are now carrying a big burden of taxation.

Why say that the motor car is a luxury, placing it in the category with phonographs, pianos, cameras, toys, etc? The motor car to-day ranks with the railroads, street railways, telephones and telegraphs as a utility. It is occasionally used for pleasure—but so are these others and with them it ranks as a necessity. Canada's part in the war would suffer materially were her business and professional men and her commercial and industrial institutions partially or entirely deprived of the use of motor cars.

It is true that the sale of gasoline in Britain for pleasure riding is prohibited but the reason for this restriction in sale for civil purposes is not to effect fiscal economy but gasoline economy.

There is not enough gasoline overseas to meet the civil demand and war demand, due to a shortage of tankage, and until the facilities for shipping a sufficient quantity for all needs are available, most certainly the civil demand overseas must be curtailed.

Why motorists should have to stand more taxation and why any reason exists for Canada's emulating Britain's example in gasoline rationing is not apparent. It is to be hoped the matter ends in talk.

CANADA'S VICTORY LOAN

DURING the week the advertising campaign proper for Canada's Victory Loan has been launched and it is intended that it shall reach everyone in city, town or country, no matter how far from communication they may be.

The message which is being delivered to the people of Canada rings true. The need is great, not only from the standpoint of seeing through this great war work but to maintain our industrial life in all its phases. By subscribing liberally the people in Canada assure full time operations of their manufacturing industries, a market for their farm produce, a continuation of present prosperous conditions.

Subscribing to Canada's Victory Loan involves not only a patriotic duty but carries out the principles which every merchant in the smaller towns, at least, advocates strongly—that of supporting the home town.

Support your own country, lend your money to your own Government. The resources of the country are back of this loan—the security of Canada is a sufficient guarantee of safety and where will you get an equal return on your investment when so secured?

Now is collecting time for merchants throughout the country. By securing returns from outstanding accounts Canada's merchants will be in a better position to subscribe liberally to the Victory Loan. And how about those long-past-due accounts, those which you have almost given up hope of ever receiving? There is a real incentive now, if never before, to solicit payment of these old accounts—invest the proceeds in war bonds. There will be a good return on such an investment, your bonds are all the security any bank will need if money is wanted and you will find that the man who pays such an account will feel better, will be a better friend than when the account grows old and he tries to avoid you.

The Victory Loan means money to the merchant from two important sources—the man whose income is derived from the operations of the various industries and the farmer who must find a market for his produce. Canada in extending credit to the Allies assures for her own producers payment which is so vital to her plans to "carry on." Merchants will do well then to subscribe to the limit of their powers—the returns will come from more than one source.

COMPETITION THAT ENHANCES PRICES

GENERALLY speaking everyone is willing to admit that competition tends to reduce prices. Therefore the neighborhood is rather inclined to rejoice and prophecy better things when they see the growing crowd of small stores growing up mushroom-like in the neighborhood. There is a reasonable basis for the competition idea. But the competition must be legitimate competition. One of the things that the retailer most urgently needs in these days is some protection from the fly-by-night type of merchant who comes into the neighborhood and cuts a wide swath for a time and departs to make room for another of his kind. These nomads of the trade actually boost prices by reducing the volume of business that is done by the individual store. Too much competition is just as harmful as too little, and, as surely as average competition will tend to keep prices at a true level, just as surely will too much competition force prices beyond their rightful limit.

EDITORIAL BRIEFS

"THE consumer who pays his bill every sixty days and insists on delivery four or five times a day, is going to feel and probably complain of the high cost of living. He has, of course, put the market up on himself."

Fellow merchants, let us take our hats off to J. Ogden Armour, who voiced the words quoted above, and say a heartfelt Amen!

* * *

"THE Cabinet has decided to extend the increased barrelage of 33 1-3 per cent. of beer permitted during the summer months to the ensuing quarter. The extension has been granted on a recommendation made by Lord Rhondda after most careful inquiries as to whether, having regard to the food situation, grain could be released for the purpose."—*The Times.*

One of those little items that keep us from being too enthusiastic about eating brown bread when we prefer white, in order that the wheat may be saved for our allies.

Awarded first prize for places over 5,000 population in HARDWARE AND METAL'S *Annual Christmas Window Display Contest last year. Arranged by H. W. Parr, for the Fawcett Hardware Co., Ltd, Saskatoon, Sask.*

Looking Ahead to the Christmas Window Contest

HARDWARE AND METAL'S *annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.*

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

ARE YOU GOING TO ENTER?

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

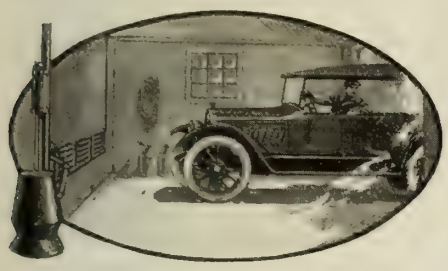
All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."*

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

GARAGE HEATING SYSTEM

W. A. Schleit Mfg. Co., Inc., Syracuse, New York, N.Y., are marketing the Wasco garage heating system which is claimed to eliminate engine troubles in winter time due to freezing in the garage. The Wasco system is a coal-burning, self-

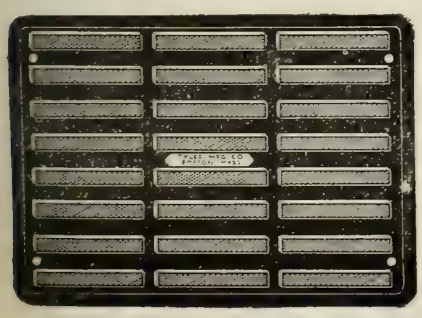


Wasco heating system for garages.

regulating, hot-water system that is automatically regulated. The water in the system carries the heat from the heater through the radiators all along the rear of the garage. The system is claimed to burn only 5 cents worth of coal per day owing to its automatic regulation and to require very little attention. The stove is claimed to be safe because the fire in the heater is surrounded by water in the jacket and thereby eliminates any danger from the heater becoming red hot. The Wasco heating system is claimed to eliminate danger of frozen radiators and batteries, cracked cylinders, straining of a cold engine and starting device, cracking and dulling of varnish and to prevent gumming of oil. The system is claimed to save many times its cost by cutting down repair bills to automobiles apart from the comfort and convenience given by the heating equipment.

AUTO STEP PLATE AND BRAZING TORCH

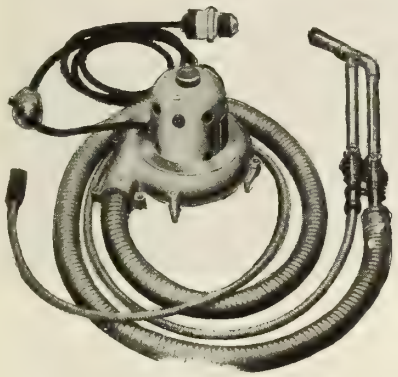
Tyler Manufacturing Company, 64 Pearl St., Boston, Mass., is marketing two new articles, i.e., the Tyler Safety Step Plate for automobiles, and the Bantam electric-gas brazing torch for shop



Tyler safety step plate.

work. The safety step plate presents a surface made up of small pyramids of rubber which are claimed to grip the sole of the shoe whether wet or dry. The surface is also claimed to be most efficient in removing mud, etc., from the shoes. The plates are attached by means of screws, are made in the following styles; polished aluminum plate with red rubber inserts; steel frame black enameled with gray rubber; steel stiffening plate covered entirely with rubber; heel plate made half the size of the step plate. The step plates are claimed to provide a sure footing on the running board of the automobile and to keep the inside of the car clean.

The Bantam electric-gas brazing torch is claimed to be designed to meet the very general need for an ever ready torch that may be used anywhere about the shop. It may be attached to any gas outlet of sufficient size or to an electric light socket. It is used for annealing and hardening small tools, brazing

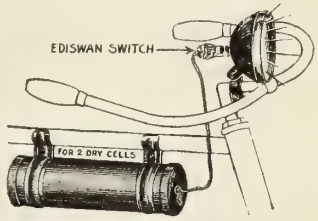


Electric-gas braznig torch.

small pieces, heating soldering irons, heating melting pots, soldering, etc. The torch is equipped with a universal motor and can be adapted to use with any special kind of electrical current. The outfit consists of 1 motor blower with 5 ft. cord, switch and attachment plug, 5 ft. air hose, 5 ft. gas hose, 1 brazing blow pipe.

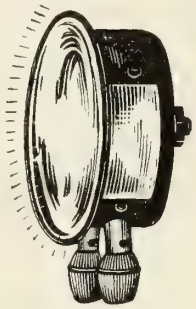
SMITH BICYCLE AND TAIL LIGHTS

F. A. Smith Manufacturing Co., Inc., 187 North Water Street, Rochester, N.Y., are introducing two new electric features —No. 29 bicycle lamp and No. 261 tail light. The bicycle lamp is claimed to be a very attractive lamp with a face diameter of 3¾ in. fitted with new Ed. switch and D. C. bulb. The lamp connects to the battery in a simple manner and is said to give no trouble to dealer or user. The lamp is finished ordinarily in black, baked enamel but is also furnished in nickel. A two cell outfit is provided for attachment to the bicycle bar. The Ford tail light is claimed to have



Smith Bicycle Lamp

been designed to eliminate the unreliable oil tail light. When the car is running it operates from the magneto the same



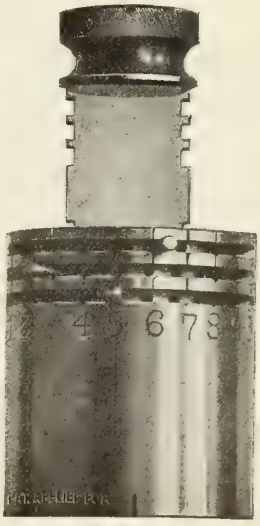
Ford Tail Light.

as the headlights, and when the car is standing it operates from one dry cell. This light is equipped with two bulbs, and is operated from the same switch as the headlights.

AUTO COMBINATION LOCK

Moss Auto Combination Lock Company, 20 W. Jackson Blvd., Chicago, Ill., is marketing a new auto lock which is

(Continued on page 76.)



Moss combination lock.

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto.—J. D. Naylor, hardware, has sold out.

Toronto, Ont.—Gordon H. Wall has disposed of his hardware business on Roncesvalles Ave. to Monarch Hardware Co. and has purchased The Dresden Hardware Co., Dresden, Ont. Mr. Wall was in business in Toronto for 5 years.

TRADE NOTES

Kandahar, Sask.—F. J. Sanders, hardware and implements, is opening branch at Dafoe, Sask.

Montreal.—Harris Sales Company, hardware, has been registered.

Montreal.—Mount Royal Hardware Company has sold assets.

Chatham, Ont.—Proprietor of Blonde Hardware is retiring from business.

Kingston, Ont.—W. A. Mitchell, hardware, has sold out to Stevenson & Hunter.

Wetaskiwin, Alta.—Baron & Co. opened their new store on Nov. 1 with a complete line of shelf and heavy hardware, in addition to which furniture will be carried.

FIRE LOSS

Hastings, Ont.—Hastings Tanning Co. have suffered fire loss.

OBITUARY

Toronto.—J. Brown, for many years western representative of James Morrison Brass Company, and a former president of the concern, died recently in Toronto in his 89th year. He was for over forty years connected with the Morrison business.

INDUSTRIAL NOTES

Toronto, Ont.—Hall Carburetor Company has been sold to Heisey Carburetor Company.

Toronto.—Transparent Rubber Goods Company has been dissolved.

Brantford.—Dominion Steel Products Company will extend their plant in order to cope with large orders for heavy machinery for merchant ships being constructed in the United States.

PERSONAL

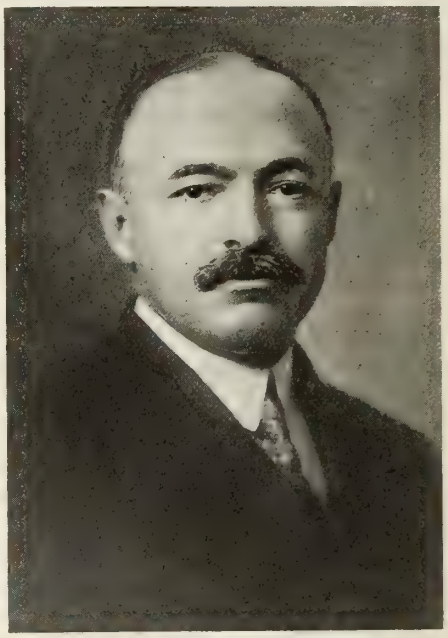
M. McClure, general merchant of Port Sydney, Ont., was a business visitor in Toronto during the week.

J. M. Winter, King, Ont., general merchant, was in Toronto during the week and made some business calls.

C. B. Reece, Jordan, Ont., general merchant, spent a day in Toronto during the week.

APPOINTED WESTERN REPRESENTATIVES

P. A. C. McIntyre & Co., Winnipeg, have been appointed sales agents for Western Canada for The L. Martin Co., New York, manufacturers of lamp black.



GEORGE C. MORTON

Treasurer and General Manager of the Carpenter-Morton Co., Boston, Mass, was elected president of the National Paint, Oil and Varnish Association at their recent convention in Chicago.

FRANK STOCKDALE LECTURES

Frank Stockdale, retail merchandising expert, is now lecturing in Toronto. Extracts from his talk, starting next week, will be run in HARDWARE AND METAL. Mr. Stockdale's experience has been gained chiefly in the United States but conditions there will parallel those in Canada to a great extent, so talks should prove instructive.

"MADE-IN-CANADA" EXHIBITION

As a step toward preparing Canada for the trade rivalry that is expected to follow the world war, a mammoth "made-in-Canada" exhibition was opened in the Montreal arena last week to be continued for a week. The exhibition consisted of a comprehensive showing of Canadian manufactures of all descriptions and was given under the auspices of the provincial governments and numerous commercial organizations.

MARITIME BRANCH OF C. M. A. CONVENTION

Upwards of forty manufacturers from the Maritime Provinces gathered in Sydney, N.S., recently to attend the fall convention of the Maritime branch of the Canadian Manufacturers' Association. The sessions were opened to all manufacturers whether members of the association or not, and the convention lasted two days. S. R. Parsons, president of the association, with other prominent manufacturers and public men, addressed the convention. D. H. MacDougall of the Dominion Iron and Steel Corporation, with Deputy Mayor McIntyre, delivered the address of welcome, and R. J. Young, general manager Export Association of Canada, discussed export trade before the convention.

REFRIGERATOR PLANT CHANGES HANDS

The plant, machinery, stock and patents of the Barnet Manufacturing Co., Ltd., of Renfrew, Ont., manufacturers of the Barnet refrigerator, have been purchased by Thos. A. Low and F. D. Vickers of Renfrew. Operations are being commenced under the name of the Renfrew Refrigerator Co., Ltd.

REMOVAL OF IMPLEMENT AND AUTO DUTIES

The Manitoba Food Control Committee has recommended to the Government the removal of customs duties on agricultural implements, farm machinery, and cheap automobiles. The resolution was based on the serious food shortage throughout the world and the fact that the government has urged the western farmer to produce the largest possible crop of wheat in 1918. It is believed that the removal of duties on these articles which retail at $1,000 or less will greatly aid in increasing production.

FT. WILLIAM RETAILERS' ANNUAL MEETING

The following officers were elected at the recent annual meeting of the Fort William Retail Merchants' Association: President, E. E. Nugent; 1st Vice-President, E. R. Gavin; 2nd Vice-President, J. B. Evans; Sec.-Treasurer, C. Wilson; Auditor, R. L. Cook. The Executive Committee consists of the following: C. H. Jackson, R. L. Cook, R. B. Maybee, A. H. Griffiths, J. G. Macdonald, R. E.

Walker; Past Presidents, E. E. Nugent, E. R. Gavin and J. B. Evans.

C. H. Jackson gave an interesting talk on the history of retail merchandizing, followed by an interesting talk on the honor, uprightness, and integrity of the retail merchant by G. H. Sills, who emphasized the obligations thrust upon the retailer. Mr. Sills contended that the retailer owed it to the community to see that his obligations were fulfilled and not abused. The annual report of the outgoing president, Mr. R. E. Walker, was read by the secretary, owing to Mr. Walker's absence.

ST. JOHN, N.B., NEWS

The friendly spirit which marks the staffs of the hardware establishments in St. John was again illustrated this week when the employees of W. H. Thorne & Co., Ltd., and T. McAvity & Sons, Limited, got together for an evening's entertainment. The Y.M.C.A. building was placed at their disposal for the occasion and the evening was spent in quite a hilarious fashion. The bowling alleys and swimming pools were the scenes of friendly contests between the rival establishments, and in the gymnasium another series of athletic contests occurred. Towards the close of the evening refreshments were served by the lady members of the staffs.

The shipbuilding industry, which provides an important market for hardware supplies, is rapidly developing in the Maritime Provinces. Two more shipbuilding companies have been organized in Digby county, N.S., the Acadian Shipbuilding Company, Ltd., at Saulnierville and the Comeau Shipbuilding Co., Ltd., at Comeau. At Meteghan River, N.S., a New York concern has taken up a property to establish shipyards also. They have erected two large mills and will start operations so soon as the machinery arrives. At Nordin, Northumberland county, N.B., The International Shipbuilding Corporation has taken over the Rosebank Lumber Company's mill and is adapting it as an accessory to their new shipyards in which the first keel will be laid before winter sets in.

A big vein of copper has been discovered on the St. John River, about two and a half miles above Woodstock, N.B., by McClement Brothers, who have been prospecting the district. Developments on a large scale are expected.

Hopes are held out that the plumbers' strike, which has been in progress in St. John since May 1, may be settled soon.

Hon. F. B. Carvell, the new Minister of Public Works, announced in St. John this week that the new million dollar breakwater, which was to extend to Partridge Island at the mouth of the harbor and for which tenders will have been called, will not be constructed "so long as the country's money is needed for shells," adding that "munitions must come first."

The passage of the seasons is marked clearly by the display windows of T. McAvity & Sons, Ltd. This week the opening of the lumbering season is greeted with an attractive window in which a logging camp scene is arranged. The eye-catching display serves to attract attention to a supplementary showing of a very complete line of tools and equipment used by the lumbermen.

The Commercial Travellers' Association, the Retail Merchants' Association and various Boards of Trade are preparing a vigorous opposition to the application of the New Brunswick Telephone Company for permission to start their night rates at eleven instead of ten o'clock, p.m., which is to be heard before the Utilities Commission.

INCORPORATIONS

Montreal.—Ucan Specialties Company of Canada has been incorporated with a capital of $100,000 to carry on business as importers and exporters of hardware, leather, steel, brass and iron, etc.

Quebec.—The Warwick Machine Company has been incorporated with a capital of $100,000 to manufacture and deal in roofing paper, automobiles, washing machines, wringers, stoves, scales, etc. J. E. Julien and S. Fleury, merchants of Quebec, are among the incorporators.

Montreal.—Atlas Export Co. has been incorporated with a capital of $100,000 to manufacture, buy and sell goods and to collect and publish information affecting trade and commerce.

Cobalt.—Kerr Lake Mines has been incorporated with a capital of three million dollars to develop copper, iron, coal, silver, cobalt and gold mines and to treat ores.

Toronto.—Consolidated Metals Corporation has been incorporated with a capital of three million dollars to develop mineral lands and to treat metals.

Hamilton.—Battle Natural Gas Company has been incorporated with a capital of $100,000 to manufacture and deal in peat, gas, gasoline, petroleum and other oils.

Montreal.—Gold Medal Broom & Brush Company has been incorporated with a capital of $150,000 to manufacture brooms, brushes, etc. P. Demers, Wm. H. Langelier of Montreal are among the incorporators.

STOP FAKE ADVERTISING

Ottawa Retail Merchants To Meet Publishers—Dealers Placed in Bad Light

At a recent meeting of the General Executive Board of the Retail Merchants' Association held in Ottawa, plans were made for the holding of a general meeting of the association in the Russell Hotel on November 12 at which prominent speakers will be heard. A committee was appointed to approach newspaper publishers with a view to arriving at some means of stopping false advertising. It was pointed that newspapers are not in as favorable a position as retail merchants to establish what is truthful advertising and what is not. Preparations are also under way for the holding some time in December of a meeting in the Chateau Laurier, Ottawa, to which all commercial travellers in the Eastern District will be invited. The association has appointed a committee to commence a publicity campaign and also a committee to bring about a closer co-operation between the newspapers and retail merchants.

EMPLOYEES DOING THEIR BIT

More than one hundred employees of The Stanley Works have left their positions to fight for Uncle Sam, in some capacity. Some have entered the Government Munition Inspection Service.

Under the auspices of The Stanley Club a weekly letter on office and factory happenings is being sent to each former employee now in the Government Service. Recently an entertainment was given for a fund to buy tobacco for Stanley Works' soldiers.

An average of one hundred girls employed in the office do Red Cross work one evening a week at the office, the company supplying them with supper.

A fund has just been raised among the employees to purchase a complete ambulance equipment and present it to the Government, and one of the men now working in the Cold Rolled Steel Mill has volunteered to drive it.

For both the first and second Liberty Loans the company has sold bonds to its employees for weekly payments extending over a year. On this basis over $100,000 worth of bonds were subscribed to for each loan, or an average of about $40 worth of bonds for each Stanley Works' employee.

HARDWARE LETTER BOX

Bicycle Pumps

Soclean Ltd., Toronto.—We would be much obliged if you could supply us with the name of a Canadian firm manufacturing bicycle pumps.

Tallman Brass & Nickel Co., Hamilton, Ont.—Ed.

Calcium Chloride

Fraser Hardware Co., Galt, Ont.—Could you inform us where calcium chloride can be obtained?

Lyman Bros. Co., Ltd., 71 Front St. E., Toronto.—Ed.

Sunbeam Oak No. 117

E. Arcand, Lafleche, Sask.—Please let me know where the Sunbeam Oak No. 117 is made.

McClary Mfg. Co., 177 King St. W., Toronto.—Ed.

Blackstone Washing Machines

The Plaunt Hardware Co., Ottawa.—We would be obliged if you could supply us with the name of the manufacturer of the Blackstone Washing Machine.

Blackstone Mfg. Co., Jamestown, N.Y. —Ed.

Stanford Steel Range

Fleurie Bros., Eganville, Ont.—Could you tell us where the Stanford Steel Range is made, or the address of the Steel Range Co., Ltd., Canada?

Can any of our readers supply this information?—Ed.

THE CLERKS DEPARTMENT

A BUSINESS MAN RUNNING A NATIONAL WAR MACHINE

A Sketch of Baker, the American Secretary of War—A Quiet, Hard-working, Clear-thinking Man of Executive Ability.

ONE of the biggest jobs in the United States at the present time is that of the Secretary of War. Newton D. Baker, ex-mayor of Cleveland, who is holding it, is an unobtrusive little man who works hard and long, and has failed so far to win public approval or attention. He is a thinker, a doer, a keen executive, but absolutely without magnetism or a flair for publicity. Consequently he has not been elevated to the position of a national hero as he might easily have been, had he shown any tendency to rattle the sabre or behave as a war lord, even of the democratic persuasion, should behave. However, those who know something of the inside story of war developments at Washington are beginning to see in Baker a real force. Edward G. Lowry discusses him in Collier's in a very favorable light, terming him "the emerging Mr. Baker." This Lowry estimate is made up largely of a review of the Secretary's opinions, but the following bits of information are supplied.

"What are you interested in—have you any special interests?"

"My job."

"But before you had this job?"

"My job in Cleveland. I have never been interested in anything but the work I was doing. I have always had too much to do. I never had the discouragement of looking for work nor any leisure between jobs. When I began to practise law in Cleveland my senior partner became ill and I had unexpectedly a lot of work thrown on my desk. Then I became associated with Tom Johnson. Tom was a dynamo. He could find more work for a subordinate to do than any three men could do. He kept me busy. When I became mayor thousands of people came to the mayor's office as to a father. They told me their troubles, and I tried to help them. I married them and buried them and visited the sick and the poor. After the day's work in the office was done I would go into one of the foreign quarters, or to some meeting, or to see a sick family, or a man or a woman out of work and in distress."

Working day and night, as Mr. Baker does, is no new thing to him. He has always done it. It doesn't tire him or wear on him. He has never been sick a day in his life. He has never been kept indoors by illness. He has a perfect digestion. That keeps him from fretting, from worrying, from losing his temper and his poise, and enables him to keep steadily working without haste, waste or friction. He never takes any exercise, but he seems to get on all right without any. He doesn't advise anybody to follow his example, however. It just happens so that he doesn't need exercise to keep well.

"What do you read?"

"I try to read everything. I really do think I have read as much and as widely as any man of my age. I don't think my reading has been as wide and as varied as Colonel Roosevelt's, but I don't know anyone else in my acquaintance who has read more. When I was a student at Johns Hopkins I lived in a house with a number of men who were studying widely different subjects. I became interested in their subjects, and that led me to read about them and to broaden my reading. It is a habit I have kept up."

A quiet, modest, unassuming, simple, selfless, sober-sided, serious-minded, earnest man who is doing his job just as well as he knows how. He is a competent, intelligent man. His mind has an edge. His brain is well furnished. The mental engine is there, and it functions steadily and frictionlessly. His chief asset as a public servant, I venture to allege, is his moral character. This is a more valuable and useful possession, a more trustworthy attribute than brilliancy.

He has not disclosed a powerful, penetrating intellect of "flashing impulses," but he has a sound, good mind. He contends daily in the War Department with an almost impossible, impractical organization. The power and responsibility in that archaic scheme of things are not intelligently placed. But Mr. Baker runs his job; it does not run him. Too infrequently can that be said of Cabinet officers.

It is not possible to erect Mr. Baker into a great heroic figure forging thunderbolts of war and launching them with majestic mien against a cowering and hated enemy. That is not his style. Neither is he the negligible quantity and colorless apparition some persons suppose to be rattling aimlessly and helplessly about in the Secretary of War's chair. He is not the greatest man in the world; but neither is anyone else in Washington—in the Cabinet.

He is a confessed pacifist and has no lust for fighting. As I make him out he is the same type of pacifist as Lloyd George and Albert Thomas, French Minister of Munitions, were before the war. Yet they are "doing their bit." Mr. Baker not only has no lust for fighting, but he does not believe that a man inflamed with the lust to kill makes a good soldier. His outlook toward the war seems oddly alike to me to that of the British private soldiers I have talked with in France. They have no illusions about the bitter business they are engaged in. Warfare has for them no glamour. I think I can put their thought in two words: "Never again." They know what the German menace is. They have seen it. They know the war must be fought through at whatever cost if the world is to be free. But the men back of the bases loading Maconochie rations on trucks or counting picks and shovels and boots as well as the men in the front-line firing trench are doing their work in the same spirit—a spirit of dogged and splendid resolution—but they make no pretence that they enjoy it and that it is glorious. I can count on my fingers the soldiers of France and Britain I have met on the western front who look upon the war as a great adventure. The gay French are not fighting gayly. They are fighting terribly and for their lives. They are fighting a monstrous plague of government that will suffocate the world if it is not destroyed. Baker says we must see the business through; that we must prepare on a great scale and steel our hearts and minds for years of endurance and struggle if the enemy shall hold out that long. At least, he is not like so many of the odd, superficial, strangely detached minds in authority in Washington who see in this colossal derangement of society only a great brawl. He has glimpsed the meaning of what is going on in the world.

He has a simple, clean mind and heart. He is doing the best he knows how. He has not made any grave mistakes. He does not underestimate his or our task. I do not wish to appear in print as a champion of the Secretary of War, but simply to tell about him. This is no time to carp and rail at him. I don't know whether he has the stuff in him, the fibre and substance of mind and spirit to continue to manage coolly and intelligently the important affairs intrusted to him should things go badly wrong. He is making good now. He is master of the forces he is directing. If and when the time should come that he is no longer master; if his purpose should become infirm and his vision clouded, he would have to go. I don't mean dismissed by the President, but swept away by the irresistible currents and powers and influences that underlie and sway this great world upheaval. Dozens of "strong men" in Europe have gone that way since August, 1914. It would be easy to call the roll of soldiers and ministers who have gone down.

That time is not in sight for Mr. Baker. He is not and has not been oppressed or diminished by the men about him or by circumstances. He has the confidence and the willing subordination of the men who know him and work with and for him. He is more intelligent, has a better mind, than any of them I know. Some of the soldiers do not always understand him and the workings of his mind, but I do not think any of them who is of any consequence distrust him.

Indeed, I venture to say that Mr. Baker

has grown in stature since we went to war, in the sight of those who have come in contact with him and who have been most familiar with his actions and decisions. There is an appealing quality about him, possibly his simplicity and selflessness, that wins the respect and affection of those closest about him. He seems himself to have a limitless respect and consideration for fellow human beings merely as such; he takes them seriously. The other night a new stenographer, a boy, was sent to the War Department and assigned to the Secretary's office. He came early after dinner and took his place in the outside office where the typists have their machines. The offices were apparently empty. Presently a bell rang, and the lad went into the inner office to see what was wanted. The man at the desk got up and crossed the room with outstretched hand. "Are you the new stenographer? My name is Baker. What's yours?"

You may think that the simple human friendly thing to do, but you don't know Washington if you think many others in high place would have done it.

"A Human Little Cuss."

Mr. Baker told the Military Committee of the House not long ago, at a secret hearing, his political philosophy:

"For twenty years I have followed a political philosophy which I think is vindicated by its results. I have done what I thought was right, explained it to those to whom I was accountable, and, so far as I can recall, they have always both welcomed the explanation and approved the action."

Mr. Wilson is reported to have said: "What I like about Baker is that he doesn't tell me a thing twice. When he has told me something he gives me credit for enough intelligence to understand him without going over the whole thing again."

A reporter who covers the War Department told me: "Baker is a human little cuss. I like him. I think he's got the goods."

So do I.

In another year we shall all know, for events will have appraised Newton Diehl Baker, aged forty-five years, at his true value.

"Victory Convention" Dinner

Concluding Social Event of Martin-Senour Co.'s Twelfth Annual General Sales Convention— Salesmen Honored.

THE social event of the Victory Convention of the Martin-Senour Co., Ltd., Montreal, was the annual family dinner, held in the premises of the Canada Club on Wednesday, October 24.

The event was presided over by Mr. A. T. Black, general manager of the firm. Music was furnished by a Hawaiian orchestra.

Presentation of the various prizes for good work by the staff was carried out by Mr. Black, assisted by Mr. Houghton and Mr. Daly. The winners in a special three months' campaign and competition were made the recipients of headgear ingeniously contrived most appropriately from cans of the Martin-Senour products. Those so honored were: H. M. Borland, C. D. Cookson, M. A. Daly, and J. H. Conover. All-round honors were won by J. E. Naud, who was awarded a special compliment and a hat consisting of cans of each and all of the specialties selected for the contest.

Special compliment was given C. F. Kendall, the newly-appointed sales manager. Prizes were won also by J. E. Naud and E. J. Cookson, and a special prize for efficiency in sending in clear errorless orders and reports was won by C. D. Cookson.

The event of the evening in the matter of prize distribution was the awarding of the Z. E. Martin trophy (silver cup) to the winner for the year, T. L. Sheppard, who represents the firm in Nova Scotia and the Maritime district. The runner-up in the contest for the trophy was J. Brault, to whom was awarded a consolation prize.

A surprise toast was sprung on the general manager, proposed by Mr. Kendall, and the compliment was very heartily accorded Mr. Black by the whole staff present. In his reply, Mr. Black expressed his desire to give each and all a square deal and to keep warm and alive the kindly relationships existing between himself and all the staff.

J. E. Naud, who for the first time in many years was compelled to make apologies for not being present owing to illness, was made the recipient of the flowers from the banquet tables—a magnificent bouquet of chrysanthemums.

Because of the fact that the nation is at war and the spirit of economy is so honored in the land, the banquet was, by suggestion of Mr. Black, kept extremely moderate. At its close, Mr. Black announced that the difference between the cost of former lavish dinners and the simpler style of the evening's repast would be handed over to a patriotic or charitable fund decided on by the staff.

Group photograph of members of the Martin-Senour Co. staff present at the Twelfth Annual Sales Convention, held at Montreal, October 22 to 26, 1917, and known as the "Victory Convention."

A copy of this photo was laid with the cover for each guest at the Annual Family Dinner, also a Martin-Senour "Hand Behind the Brush" Watch Fob.

Hardware in the Balkans

Seeing Salonica Through the Eyes of a Hardware Man—Stores Really Stalls, Stocks Limited—Coppersmiths Still Ply Their Trade—The Farmer, His Plow, Reaping Hook and Axe—Carpenters' Antiquated Methods.

Editor's Note.—Many of our readers will no doubt remember Frank D. C. Richards, who at one time conducted a hardware business in Toronto. Mr. Richards is now a lieutenant in the British Army, stationed around Salonica.

In writing to HARDWARE AND METAL, he has enclosed this most interesting article, "Hardware in the Balkans," which we are publishing intact. It will be a surprise to many to know how limited the operations of the hardwareman are in that country—to learn that the old coppersmiths still ply their trade—to find out that a farmer's outfit is usually limited to a plough, reaping hook, and an axe.

Mr. Richards signs himself "Still a Hardwareman" and readers of HARDWARE AND METAL will be very glad to have an opportunity of seeing his collection of curios on his return from the scene of war.

IF you were to walk through the ancient city of Salonica in hopes of finding a real, live hardwareman and store, you would be greatly disappointed. The few Russian Jews who did handle hardware are now, I expect, out of business owing to the great fire which wiped out all the business centre of this city.

Stores Really Stalls, Stocks Limited

On my arrival in this country a year ago I had the pleasure of spending a week in Salonica before going up the line to join my regiment. I used the time to advantage and went out daily to see the sights.

In a dirty little street I found the leading hardware store. There sat an old man in the road with most of his wares distributed around him. The stores have no windows and doors as ours have. They are more like stalls in a market place; no fine show cases are seen to display goods. Small articles are placed in boxes on shelves and a sample of each is tied on the outside of the box. The stocks carried are not large and certainly not half as varied as ours are. The principal item is enamelware of a very cheap make, which, before the war, was imported from Austria. Beads, buttons and such small articles is another item they carry; heavy stocks of nails, screws, locks, lamps, axes, reaping hooks, and a bit of German cutlery make up the total stock. As far as I could see and learn this part of the world would not be of much use to the British hardware manufacturer for business. Almost all the houses are very flimsy indeed and very sparingly furnished. I have sold hardware in several parts of the world, and I certainly would not care to come out here in hopes of getting business. It's not to be had.

Coppersmiths Still Ply Their Trade

In another street in the Turkish quarters, I found several coppersmiths. These people are very interesting to watch at

FRANK D. C. RICHARDS

Serving as a lieutenant with the British Army in Salonica.

their work. They sit in the street and beat away at a sheet of copper all day long. Before enamelware was imported all the household and cooking utensils that were used were made of copper. This is the class of work I found these smiths on. The brazing of jugs, boiling pans, and vases is perfect, I have never seen better. There is still a quantity of these articles in use, but they are found mostly in the distant villages. Where I am at present stationed (near the Struma River) I have seen them in all the villages and have been lucky in picking up quite a number of articles. In several of the deserted villages I had some real good finds. Some day I hope to be able to show my collection to the trade. I suppose the reason the villagers still continue to use copper articles is because there are no stores near to purchase new articles from. It takes three days to get from here to Salonica and there are no roads such as we know them. The old trade routes are still in use, which are nothing more than mule tracks. I know several of them and have ridden on them. I have been on these routes for hours at a time and never passed a single being.

The Farmer, His Plow, Reaping Hook and Axe

Now I will try to describe the farmer and his tools, of which I have only seen three, the plough, reaping hook, and axe. The plough is a wooden machine, very primitive indeed, and I believe it is the same pattern as was used in our Lord's time. It is drawn by two oxen, the man walks behind and regulates the depth of the furrow by a handle or lever. Attached to the other end of the lever is the plough share. It is said and I believe truly that the plough is the same pattern as has been used for thousands of years. As a boy I remember seeing a picture in our old family Bible of a man ploughing a field, the ploughs and dress of the people here are an exact copy of that picture. The reaping hook is just an ordinary one almost identical with ours. The corn, etc., is all cut and threshed by hand, most of the work being done by the womenfolk.

Carpenter's Antiquated Methods

Now I will try to describe the carpenter and the chief tools he uses. His chief tools are a hammer-headed adze, a saw, something like a tenon, but without a back, and a plane of doubtful origin. I must say some very clever and clean work is done with the adze. But you must bear in mind that the Greek carpenter does not make joints like ours do, most being mitres. They are awfully slow in their work and take twice as long as we would to do a job. The saw is not used as we use ours. All the cutting is done on the upward or back stoke. From what I have seen of this country and its customs,—it is not of much use to the British hardware manufacturer and unless it improves wonderfully it never will be.

U. S. FUEL OIL FOR BRITAIN

An ample supply of fuel oil for the British navy was assured at a conference between British Government representatives, Standard Oil officials and members of the U. S. Shipping Board at Washington recently. The Shipping Board will rush the construction of 58 oil tankers recently commandeered in shipbuilding yards, and is considering building at least forty more. The problem, it was declared, is entirely one of tonnage, as there is an abundance of oil on this side of the Atlantic.

NEW HARDWARE GOODS

(Continued from page 71.)

claimed to be the result of years of careful experimenting. The new lock works on a combination and therefore eliminates the necessity of using a key. The lock is claimed to be theft-proof, prevents losing a key, admits of changing combination when desired, has no springs to get out of order, quickly locked and unlocked, can be locked when operating car, ornamental as well as useful, reduces insurance, the last word in auto locks, absolutely guaranteed. By making an individual combination the lock cannot be opened by any except the owner or one who has been given the combination by the owner.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

CHANGES in hardware lines during the week have been numerous and important enough to make the movements of more than passing interest. A notable feature of market conditions has been the declining tendency in some commodities. Lead products, such as white lead in oil and lead pipe and lead waste pipe, have registered declines, following the continued weakness in pig lead. Black sheets and galvanized sheets have also moved in a downward direction. Soldering coppers are quoted lower and tarred building paper has also declined. These changes are sufficient in scope to indicate that there has been a noticeable trend in the downward direction during the week. On the other hand advances have been recorded in cotton products, such as twine, cotton rope, sashcord and clothes lines. Rivets and burrs, toilet paper, pine tar, dog chains, scythe stones, brooms are other lines that have been moved to higher levels. The period is one of rapid transition. Retail hardware merchants are governing themselves accordingly and are buying only for their immediate requirements. However, the volume of business transacted by wholesale houses is good. There is a good demand for fall goods. A more pronounced demand has been noted for heating equipment since the advent of the recent cool weather.

MONTREAL MARKETS

MONTREAL, Oct. 31.—While there are not as many changes this week in prices, there seems to be an air of uncertainty as to the immediate future of many lines, and much hinges on the extent of government interference with the metal market in general. Among the changes reported is that of a lower discount on glass, this being now fixed at 20 per cent. and 15 per cent. Lead waste and lead pipe are down in sympathy with recent reduction of pig lead, which is weaker in London and New York. Cotton rope has again soared and is now 55 cents for the 3/16 size and 54 cents for ¼ in. and up. Sash cord is also higher. Pumps tend to go higher. Hungarian nails are up $2 per hundred pounds. Cotton clothes lines are higher by about 10 per cent.

Heavy Goods And Shelf Lines Unchanged

Montreal.

SHELF GOODS AND HEAVIES.—There are few changes but there is a stiffening tendency in some directions. General business is just fair from city sources while from the country points this is very good. Pumps are very firm with an upward tendency. No. 2 tarred sheathing is quoted at 70 cents per roll, representing a decline. The prices on shovels and spades have been withdrawn and there will be an announcement soon as to new quotations.

Boiler Tubes Not To Be Exported

Montreal.

IRON PIPE.—There is no relief in sight in the matter of iron pipe, and the prices, while not higher, remain firm at last week's quotations. Export of boiler tubes from the United States is not permitted except under license for each particular case. By reading between the lines of reported conditions as affecting the metal markets generally, it will be seen that there is no reduction of prices likely.

Wire And Nails In Steady Market

Montreal.

NAILS AND WIRE.—Some sorting business is being done in nails at the prevailing prices of last week. This market may be still watched with interest although there is no change for the week and prices are firm. Wire nails are quoted at $5.50 base per keg and cut nails for $5.75. Smooth steel wire is selling at $6.50 base per hundred pounds.

Firmness Is Feature In Iron And Steel

Montreal.

IRON AND STEEL.—There is a very firm tone to the iron and steel market this week. While no price changes are to be recorded here, it will be observed that the prices on spades, shovels, etc., have been withdrawn. With so many factors to consider such as government control and the seriousness of the transportation problem, it will be of still greater concern to those directly affected to watch developments closely for the next week or two. Market prices follow:

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 19-0 19

Sheet Metals Getting Scarcer

Montreal.

SHEETS AND PLATES.—The supply of sheets is growing very small in all quarters and it is hard to discern the immediate future situation which will develop. There is a stronger tone in tin which tell tend to affect the price on sheets in the near future. This, in pig, is quoted higher both in London and New York. One firm names a reduction of $1 per hundred pounds all through on black sheets while in some cases, as will be seen hereunder, there is a greater reduction from last week's quotations.

MONTREAL—	100 lbs.
10 gauge	$12 50
12 gauge	11 60
14 gauge	10 05
16 gauge	10 15
18-20 gauge	10 25
22-24 gauge	10 40
26 gauge	10 45
28 gauge	10 55

Good Demand For Heaters And Ranges

Montreal.

STOVES, RANGES, ETC.—The approach of winter has had the affect of stimulating the stove business and particularly in the sale of heaters has this been marked. Ranges also have sold well and deliveries are being freely made, notably to country dealers. Oil stoves for heating have come into strong demand owing to their popularity as a

chill remover in early fall weather when it is really too mild for the operation of the regular heating plant.

Gasoline And Coal Oil Remain Unchanged

Montreal.

GASOLINE.—There is a good demand for gasoline and the supply is ample. Coal oil is in active demand owing to the increased demand for and use of the small coal oil heater which has become very popular. There is a good supply here of the crude oil and this assures a supply for some time to come of the refined product. Royalite oil is selling at 17 cents per gallon, Palacine at 20 cents. Gasoline is being quoted to the retail trade at 32½ cents per gallon.

Rope Is Firm With Prices Unchanged

Montreal.

ROPE AND CORDAGE.—There is no great demand for rope at the present time. Prices are unchanged as yet but it would appear that there is no likelihood of lower quotations. The calling in of shipping by the various governments may eventually affect the supply of raw stock and this would have its own affect on prices. The new governmental regulation gives free access to our markets upon the part of the United States manufacturer and he has been in a position to secure supplies of raw materials on a favorable basis. The situation in rope for the immediate future will be interesting to watch. Cotton rope and sashcord are higher in price.

Still Downward Go Lead Products

Montreal.

LEAD PRODUCTS.—In conformity with the lowering of pig lead, some lines of manufactured lead products are lower this week. HARDWARE AND METAL has given its readers this intimation recently, and the following list will show some reductions in the price of sheet lead and of lead pipe and waste.

MONTREAL—	
Lead pipe, lb.	$0.15
Lead waste pipe, lb.	0.16
Lead traps and bends	20% on list
Lead wool, lb.	0.15
Lead sheets, 3 lbs. sq. ft.	0.13¾
Lead sheets, 3½ lbs. sq. ft.	0.13¾
Lead sheets, 4 to 6 lbs. sq. ft.	0.14

Old Lead Products In Weaker Tone

Montreal.

OLD MATERIALS.—The demand for old metals is very weak. Prices are still as quoted with the exception of heavy lead pipe, which is down 1c per pound, making the quotation 5c per pound. There is little business being done here.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	25 00	....
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08	....
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 05½	....

Tin Very Strong; Lead Interesting

Montreal.

INGOT METALS.—There is a noticeable stiffening of the price this week for tin with no available supply of ingot copper.

TIN.—There is an increased quotation this week in tin at 67 to 68c.

COPPER.—The available supply of copper is really nil, with no relief in sight for the immediate present.

LEAD.—The local market in pig lead is stronger but with no new local quotations. However, New York has named a price of $5.50 for pig lead, which is the Trust price.

SPELTER.—No change marks the market in this item. Prices are quoted from 10½ to 11½ cents.

ANTIMONY.—Market unchanged at 17c to 18c.

ALUMINUM.—Aluminum is moving fairly well at 60c.

TORONTO MARKETS

TORONTO, Nov. 1.—With several exceptions, the price changes in hardware lines have been in the upward direction. Soldering coppers is one line in which declines have been recorded. Also lead pipe and lead waste pipe have again declined, following an easier condition in the market for pig lead. Another important commodity in which there has been a decline is white lead in oil. Advances have been recorded in toilet paper, pine tar, cotton products, such as twine, sash cord, clothes lines, dog chains. Advances have been recorded in hollow-back scoops and snow shovels. Rivets and burrs have also been increased, the advance coming somewhat tardily in this district, as changes have been recorded in Eastern Canada for some little time. Business is reported good on sorting trade. While the orders in most instances are not large, they come more frequently.

Ash Cans And Sifters Go Higher

Toronto.

SIFTERS, ASH CANS.—An increase in the price of Samuel's ash cans and sifters has been made effective, the selling price to the retail trade now being $6, whereas the former price was $5.50 each. These cans and sifters go in combination sets. A feature of the manufacture this season is the use of black steel sheets in the manufacture of the ash can, the surface being painted with aluminum paint. Scarcity of galvanized sheets is given as the reason for this departure. There has been an extra heavy demand for ash sifters this season, manufacturers stating that the demand is greater than the capacity of their workshops. There is an evident desire abroad to economize in the use of coal, and for this reason there has perhaps been a heavier demand than usual. November is usually considered the month in which the greatest demand for ash cans and sifters develops. This year, however, the month of October was as heavy as November of last year, which is looked upon as an omen that November should be even better than usual. Garbage cans have been in good sale throughout the year, and prices are holding steady since the recent advance in August, when an advance of approximately 20 per cent. was made.

Forges And Blowers Make Big Advance

Toronto.

FORGES, BLOWERS.—A considerable advance was recorded in the price of blacksmiths' forges and blowers during the week through the changing of the discount. Eighteen-inch round pan riveted forge, No. 625, is now quoted at a discount of 20 per cent. off list, the former discount being 40 per cent. off list. An even heavier advance was recorded in blowers, where the price was formerly 10 per cent. on list, it has been increased to 40 per cent. on list.

Prices Of Alarm Clocks In Easier Tone

Toronto.

CLOCKS.—Owing to the lower prices that have recently prevailed in ingot brass, there has been an easier tendency in the price of alarm clocks and cheap watches. The representative of one large clock manufacturer put the situation as follows: "We do not look for higher prices, as there has been an easier tendency in brass within recent weeks, and that is the big factor in the manufacture of alarm clocks. We are of the opinion that the next movement will be in a downward direction, but when that will come we are not in a position to predict." Trade is reported good, with a continued good movement in the cheaper grades of watches.

Cotton Goods Make Another Advance Of 3c

Toronto.

COTTON PRODUCTS.—Due to the rapidly ascending tendency of the raw cotton market, higher prices have again been announced by the manufacturers of cotton twine, cotton rope and sash cord, the increase amounting to 3c per pound. Spot raw cotton reached very near the 30c level during the week, the high figure for the period being 29.9c per pound on New York market. Toward the end of the week, however, there was an easier tendency apparent through a sagging condition. What the future of the cotton market is cannot be foreseen, but as long as cotton continues to soar upward

the finished products are bound to follow. Following are the new prices that now prevail on the various lines of cotton goods:

Sash Cord—No. 6, 58½c to 60½c lb.; No. 7, 57½c to 59¼c lb.; Nos. 8, 9, 10 and 12, 57c to 58¾c lb.

Twine—Three-ply, 46½c to 58c lb.; four-ply, 50c to 62c lb.

Rope—Quarter-inch and up, 51¾c to 56c; 3/16-inch, 53c to 57½c lb.; 5/32-inch, 55¾c to 60½c lb.; ⅛-inch, 57c to 62c lb.

Clothes Lines—Forty-foot, $2.40 dozen; 48-foot, $2.90 per dozen; 60-foot, $3.60 dozen; 72-foot, $4.32 dozen; 100-foot, $6 dozen.

Awning Cord—Discouut of 25 and 5 per cent. off list, the former discount being 30 per cent.

Hollow Back Scoops And Riveted Scoops Up

Toronto.

SCOOPS.—Through the changing of the list prices on black hollow-back scoops, No. 2, an increase has been provided for, the former list being advanced $1, making first grade list price now $17.80 and fourth grade list price $14.80. First grade are subject to a discount of 10 per cent., while fourth grade are sold net list. On No. 2 black riveted back scoops the list has been advanced $1.50 per dozen, making first grade $19, second grade $18, and fourth grade $17. These list prices on riveted scoops are subject to a discount of 7½ per cent. on all three grades.

Snow Shovels And Furnace Scoop Lists Up

Toronto.

SNOW SHOVELS AND FURNACE SCOOPS.—An advance of $1 has been made effective on the list prices of Jones & Wolfe snow shovels, and the following list prices now prevail: Jones No. 20 and Wolfe No. 9, $9 dozen; Jones No. 30 and Wolfe No. 12, $10 dozen; Jones No. 40 and Wolfe No. 13, $12 dozen; Jones No. 50 and Claymore, $15 dozen. Above prices are subject to a discount of 12½ per cent. D-handle furnace scoops have also been advanced $1 on list, making price of Olds and Wolfe No. 11 now $10. Furnace scoops are subject to a discount of 12½ per cent.

Rivets And Burrs Have Been Moved Up

Toronto.

RIVETS, BURRS.—Although somewhat belated as compared with changes recorded in this line in the Eastern markets, the change has been made effective on the local market on iron rivets and burrs through the changing of the discount. Where formerly the discount was 17½ per cent. it is now 15 per cent. off list. Copper rivets and burrs remained unchanged.

Toilet Paper Up Approximately 20%

Toronto.

TOILET PAPER.—An advance of approximately 20 per cent. has been made effective in the price of toilet paper. This is the first advance to be recorded in this commodity for some weeks past. Prices on some of the various lines are as follows: Carnation, $7.85 per case; Daisy, $6.10 case; Duchess, $6.10 case; Poppy, $8.75 case.

Sporting Goods Show a Steadily Upward Tendency

SPORTING GOODS.—With the approach of the winter season hardware dealers have been turning their attention to the getting in of such sporting goods stock as will be required for the winter trade. One of the big sellers in the winter is hockey skates. These are expected to be as scarce as last season owing to the difficulty which the manufacturers have experienced in getting steel. With embargo on the shipment of steel from the United States, except where it can be shown that it is to be used for war purposes, there has been a considerable restriction of the manufacture on this account. There will still be some skates for sale but the number of lines will be restricted. This was a condition which prevailed last winter and there has been no improvement in the situation this year. There is a factor, however, which is working out toward a decreased demand. With 400,000 men in arms and overseas and with the prospect of a still further addition of 100,000 men being made to these numbers the field for the sale of hockey accessories has been greatly restricted. These men who are with the colors are, for the most part, of the athletic age and furnish the clientele in large measure for the sporting goods house. There is, however, still remaining an ever-increasing class which requires the bulk of the sporting goods. This consists of the younger element—the boys of public and high school age. Some progressive dealers see an opportunity to make good a loss through enlistments by the encouragement of the younger generation to a more general use of sporting goods. There are very few boys who need much encouraging to buy skates. The difficulty this year will be in getting a selection to provide for the needs of the trade. Manufacturers are doing their best to fill the need and keep their plants in working shape so that they can take care of this trade when the war is over. The supply of labor is restricted and the raw materials are difficult to obtain.

Tennis Goods Are Higher

One of the sporting goods lines which is now being booked by wholesalers for delivery next spring is tennis nets. Rackets are also in the same class and are being booked freely. The past summer has been a good tennis season, in spite of war conditions, and booking orders for delivery next season give promise of a good trade next year. This in spite of the fact that tennis nets are considerably higher in price than they were for the past season's deliveries. One prominent sporting goods dealer is authority for the statement that tennis nets are being booked at prices this fall which are fully 100 per cent. in advance of what booking prices were last fall. Another concern, however, states that stocks are fairly good and that so far as they are concerned prices will not advance. Tennis rackets are also approximately 10 per cent. in advance of what they were last season. The high price of cotton has been largely responsible for the advance in the price of tennis nets. As hardwaremen know, who have been following the market on such commodities as cotton twine, cotton rope, sashcord and similar lines, there has been a succession of advances during the past year in all these articles. These in turn have all been affected to the same degrees that the tennis nets have been affected. Advances in tennis nets may be more noticeable through the fact that booking is usually made at one particular season of the year.

Football Leather Hard to Get

Leather which formerly was used in footballs of a high quality has been practically unobtainable for some time past, but there is evidence of an easier condition. These footballs were largely made in England and since the war the leather has been turned into other channels for military uses. Boxing gloves and baseball gloves have been restricted in manufacture through the scarcity of leather, and prices have been high in accordance with the condition. Sporting goods dealers have still had a good demand for these goods from military sources where camps have been established in Canada, or when troops have been stationed for any length of time in a community. In spite of the drawback attending the sporting goods trade at the present time there is still a good field for business through the encouragement of the younger generation to indulge in athletic sports.

Soldering Coppers Decline 2c Per Pound

Toronto.

SOLDERING COPPERS.—A welcome price movement during the week was the decline of 2c per pound in the price of soldering coppers. Lower prices in the ingot metal have been a factor in sending prices downward. One-pound coppers are now quoted at 71c per pound, 1½-lb. at 68c, 2-lb. at 67c, 2½-lb. at 65c, and 3 lbs. and up, 64c per pound. The recent price of the latter was 66c per pound.

Pine Tar And Scythe Stones Higher

Toronto.

TAR, SCYTHE STONES.—Increases were recorded during the week on pine

tar and scythe stones, substantially higher prices having been made effective. Half-pints of tar are now quoted at $1.15 dozen and pint containers at $1.60 per dozen. Clear grit scythe stones are now quoted at $8 per gross. Advances in these lines have not been numerous, but have been sufficient to be part of the advancing throng of prices.

Dog Chain Prices Have Been Moved Upward

Toronto.

DOG CHAINS.—A change in price on American dog chains during the week provides for an increase in price. Six-foot length chains are quoted at the following prices: No. 7, $2.40 dozen; No. 6, $2.50 dozen; No. 5, $2.55 dozen; No. 4, $2.60 dozen; No. 3, $2.65 dozen; No. 2, $2.70 dozen; No. 1, $2.90 dozen; No. 0, $3.30 dozen; No. 00, $3.75 dozen. Nine-foot chain No. 3 is quoted at $3.80 per dozen. Peerless dog chains are now priced at $7.20 per dozen, and No. 115 at $5.35 per dozen.

Gasoline And Coal Oil Hold Unchanged

Toronto.

GASOLINE, COAL OIL.—There was a steadiness to the market for gasoline, coal oil and lubricating oils during the week. With the shadow of regulation standing as an effective bar, there has been no disposition to change prices in the United States, although the producers of crude oil are making strong assertions that higher prices should be forthcoming for their product by reason of the high cost of production. In the Canadian market pretty much the same condition prevails. Coal oil is now in good demand with the longer days and so much being used in oil heaters and oil stoves. Gasoline remained unchanged at 31½c and 32c per gallon, and coal oil at prices given in current quotations. Benzine is quoted at 30½c and 31c per gallon. Consumption of gasoline is less now that unfavorable weather for pleasure riding is here.

Maritime Rope Demand May Develop Soon

Toronto.

CORDAGE, TWINE.—Reports recently received from the Maritime Provinces indicate that a heavier demand for rope is likely to develop in the near future by reason of the shipbuilding that is now under way. When the ships get a little farther along toward the completed stage the contractors are expected to be in the market for supplies in considerable quantities. Arrangements are proceeding between the manufacturers of rope and the Eastern wholesalers for the handling of this business. There has been a continued good demand for small twines and shipments have been going forward to the Western districts in good quantity. Prices on cordage held steady during the week, there being no disposition to change prices. Fibre also held in a steady position. Sorting business for rope with the domestic trade is light at present. Prices on rope will be found in current quotations.

Coal Heaters In Extra Good Demand

Toronto.

STOVES, ENAMELWARE. — With strong evidences that real winter weather is not far distant in the offing there has developed during the week an extra good demand for coal heaters. Manufacturers have been busy making provision for orders that have been coming in by wire and mail after the snow-flurries and chilling breezes started the people to think that winter weather must be provided against. Ranges have been in quieter demand during the past week in favor of heaters. Manufacturers are making shipments from stock as fast as they can get them out. Prices on stove lines remained unchanged during the week. Enamelware also held in steady position, with prices unchanged and fair demand.

Tarred Fibre Paper Declines 9c Per Roll

Toronto.

BUILDING PAPER.—A movement in the downward direction was recorded in tarred fibre paper No. 2 during the week to the extent of 9c per roll, making the quotation now 70c per roll, as against the former price of 79c. One line of ready roofing, on the other hand, has been advanced in price. Samson one-ply has advanced 20c per roll, and is now quoted at $1.90; two-ply is up 15c per roll at $2.50; while three-ply Samson has been advanced to $3.10, an increase of 20c per roll. The decline in building paper follows in the wake of a similar movement within recent weeks.

Brooms Make Advance Of Approximately 10%

Toronto.

BROOMS, BRUSHES.—One of the large manufacturers of brooms announced an advance of approximately 10 per cent. on all their broom lines during the week, which now brings the price of the cheapest broom to the retail trade at $6.60 per dozen. It was hoped that with the coming of the new crop of broom corn lower prices might prevail, but there is no indication as yet that this commodity will be any cheaper in price. Brushes are holding in steady position, although in a firm market. Intimations are made in certain quarters that an advance is not improbable about the first of the New Year. Manufacturers state the supply of bristles is getting low, with the possibility that further purchases will have to be made at greatly enhanced prices, if indeed they can be secured at all. The Russian and French sources of supply is now largely cut off, and, owing to the transportation difficulties, the Chinese source is very materially curtailed.

Market For Nails And Wire Steady

Toronto.

NAILS, WIRE.—Conditions in the wire nail market continued much as they have been within recent weeks. Owing to the curtailment of building operations there is a light demand for nails at the present time. In the majority of instances prices were still quoted at $5.45 per hundred pounds base, with cut nails at $5.80 per hundred pounds base. Wire products remained unchanged, the base price of smooth steel wire being $6.50 per hundred pounds.

Deliveries Of Iron And Steel Improving

Toronto.

IRON AND STEEL.—Dealers in iron and steel report that Canadian mills are now in a better position to make deliveries, and that goods on contract have been coming forward within the past week or two with much better despatch. It was feared at one time that the order of the Munitions Board stating that domestic merchant trade must forego shipments during the month of August might extend into other months. Happily this has not been the case, and sufficient supplies are coming forward to meet normal needs. Prices were unchanged.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 75
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	26 00
Sheet cast steel	30 00	35 00

Black Sheets Again Decline $1 Per Hundred

Toronto.

SHEETS, PLATES.—Following the declines recorded in black sheets last week, one concern announced a further decline during the present week. Low quotations are now as follows: No. 12 gauge, $9.05 per 100 lbs.; No. 14 gauge, $8.95; No. 16 gauge, $9; Nos. 18-20, $7.80; Nos. 22-24, $7.85; No. 26 gauge, $7.90; No. 28 gauge, $8; No. 29 gauge, $8.10 per 100 lbs. The same concern made a cut of 95c per hundred pounds in the price of galvanized sheets, which now makes the price as follows: 10¾-oz., $10.30 per 100 lbs.; No. 28 gauge, $10; No. 26 gauge, $9.70; Nos. 22 and 24, $9.55; Nos. 18 and 20, $9.40; No. 16, $9.25; No. 14. $9.15 per 100 lbs. Lower prices are attributed to the fact that arrivals of orders on contract have been good within recent days. Heavy gauges of plate, however, hold in strong position.

TORONTO— BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$12 00
12 gauge	9 05	11 60
14 gauge	8 95	11 15
16 gauge	9 00	11 25
18-20 gauge	7 80	10 30
22-24 gauge	7 85	10 35
26 gauge	7 90	10 40
28 gauge	8 00	10 50
29 gauge	8 10	....
3-16 inch plate	....	13 25
¼-inch boiler plate	....	13 00

GALVANIZED SHEETS—		
10¾ oz.	10 30	12 00
U.S. 28	10 00	11 70
U.S. 26	9 70	11 40
22 and 24	9 55	11 25
18 and 20	9 40	11 10
16	9 25	10 95
14	9 15	10 85

Corrugated Sheets In Slower Demand

Toronto.

CORRUGATED SHEETS.—With the uncertainty that prevails in the market for corrugated sheets there has been a tendency to slow up business. Dealers expect some announcement will be made in the United States about November 1 with respect to price-fixing on materials which affect the price of these sheets. They point out, however, that Canadian prices on corrugated sheets have not been on a parity with prices in the United States, and that a very material reduction in price would have to be made in that quarter before the present Canadian level is reached. Conductor pipe and eavetrough held in a steady position, discounts still being quoted at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Can Only Bring Forward Boiler Tubes As Needed

Toronto.

BOILER TUBES.—A reversal of the situation in boiler tubes was made during the week, due to arrangements with authorities at Ottawa. Until a few weeks ago an embargo placed by the United States Government permitted these goods to come forward only on license. Some local concerns had succeeded in getting permits to bring forward some supplies in carload lots. Before these stocks had the opportunity to arrive, this decision has been superseded by a ruling which permits tubes to come forward only on application for each particular piece of work. The merits of each case, in other words, must be the deciding factor. From this it would seem that stocks will not be shut out of this market entirely, but will be permitted to come forward when dealers show that they have a good and sufficient reason for bringing them forward. In the meantime stocks now being held by dealers are getting low. Prices, however, remained unchanged.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe And Waste Pipe Again Decline 1c

Toronto.

LEAD AND ZINC PRODUCTS.—A further decline of 1c per pound was recorded during the week in lead pipe and lead waste pipe, making the selling price now 15c per pound on lead pipe and 16c per pound on lead waste pipe. Traps and bends remain unchanged at 20 per cent. on list. Other lead products remain unchanged, although in a weaker position, due to the big declines that have recently taken place in the primary pig lead market. Quotation in the New York market was made by the leading producer as low as 5½c per pound during the week, which just cuts the price of pig lead in two as compared with six months ago.

MONTREAL—		
Lead pipe, lb.	$ 0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	20%	on list
Lead wool, lb.		0 16
Lead sheets, 3 lbs. sq. ft.		0 14¾
Lead sheets, 3½ lbs. sq. ft.		0 14¾
Lead sheets, 4 to 6 lbs. sq. ft.		0 15

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 37½	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 32¼	....
Solder, wiping, lb.	0 34¾	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Materials Take Big Slump In Price

Toronto.

OLD MATERIALS.—With the possibility that prices on old materials are to be regulated by the United States Government something in the nature of a bomb was thrown, which scattered the prices of old materials in a downward direction. Tea lead declined 2½c per pound to present quotation of dealers at 4c. Heavy lead pipe was down 2¾c per pound, the quotation now being made is 5½c. Yellow brass declined 1c per pound, and is now quoted at 12c to 13c per pound, while red brass is down 1c at 19c per pound. Light brass declined ½c to 1c, and is now quoted at 9c as the price being paid by wholesale dealers. Heavy zinc declined ¼c to ½c per pound, and is now quoted at 5½c to 6c. There is very little selling on the part of collectors at the present time, as wholesale dealers are showing a disposition to let up on buying.

Tea lead	$ 0 04	....
Heavy lead pipe	0 05½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Lead Reacts After Slumping In Primary

Toronto.

INGOT METALS.—The feature of the ingot metal market during the week was the further decline in lead in the primary market to the low point of 5½c, at which considerable buying developed and put strength into the market. Tin was also much stronger in the primary market, and in the local market recorded advances.

COPPER.—There was a steadiness in the local market for copper, but the primary situation gave evidence of a weaker undertone by reason of the fact that dealers other than the producers made lower quotations than those at which they had recently held the metal. Prices locally held at 32c for casting and 33c for electrolytic.

TIN.—There was a movement upward in the prices of tin locally, quotations being made at 65c to 66c per pound, representing an advance of 1c to 1½c. In the primary market in New York there was a good demand, with very little tin available on spot to care for the demand. Prices in that market were only ½c lower than the local market.

SPELTER.—Spelter demand shows improvement locally, with prices unchanged at 10c per pound. A report to the effect that some of the producers in the United States are going out of the business, and that in the hope of stabilizing conditions production would be curtailed.

LEAD.—There was a further decline in the primary market on the part of the Trust to 5½ per pound, at which point considerable buying developed and a turn in the market was apparently reached. As a result independents quoted higher by ¼c to ½c per pound, and any available lead at the low quotation was quickly taken up. Prices held unchanged in the local market at 9c to 9½c per pound.

ANTIMONY.—The market continues weak, with little activity and quotations were unchanged locally at 18c per pound.

ALUMINUM.—Prices held unchanged at 60c per pound. The market is quiet, with demand small.

PIG IRON.—Prices on pig iron held steady and at firm levels. There seems little possibility of lower prices in the Canadian market for the first three months of the New Year at any rate, as producers are booked up for a considerable portion of the first quarter. Canadian furnaces are still operating on high-priced coke, and this is keeping prices high.

Discounts On Automobile Chains

Toronto.

TIRE CHAINS.—In our issue of October 20 the discounts on Imperial and Dreadnought automobile tire chains was given as 25 to 30 per cent. According to statements by the manufacturers, the discount on these chains to the retail trade is 30 and 5 per cent. in lots of less than fifty and 30 and 10 per cent. in lots of fifty and over. List prices on Dreadnought 30 x 3½ is $4.50 and Imperial $3.30. Size 34 x 4 Dreadnought list price is $5.50 and Imperial $4.30.

LONDON MARKETS

LONDON, October 31. — There is a steady sale for all seasonable lines with prices firm. The general feeling is that goods will be higher in price rather than cheaper. Many lines of metal goods are very hard to procure and deliveries are slow. Business continues good. Advances are recorded on cotton goods, stove casters, hand cleaner, Hungarian and hob nails and turpentine. A decline is registered in white lead.

Prices On Cotton Goods Advance

London.

COTTON GOODS.—A further advance has been made this week in prices on various lines of cotton goods as follows:

Sash Cord has advanced 3 cents per lb. to the following prices: No. 6, 58½c. per lb.; No. 7, 57½c per lb.; No. 8-12, 57c per lb.

Cotton Rope is advanced 2c per lb., bringing present prices to the following: 3-16 in. rope, 53c per lb.; ½ in. and larger rope, 52c per lb.

Cotton Twine in 3-ply is priced at 56c per lb., and in 4-ply at 60c per lb.

Cotton Clothes Lines are priced as follows: 30 ft., $2 per doz.; 48 ft., $3 per doz.; 60 ft., $3.65 per doz.

Braided Awning Cord prices are as follows: No. 3, $1.65 doz.; No. 3½, $1.90 doz.; No. 4, $3 doz.; No. 4½, $4 doz.

Candle And Lamp Wick Also Advance

London.

CANDLEWICK, TWINE. — Carrying through the advance in the cotton market, prices on candlewick have been advanced to 56c per lb.

Seine Twine is quoted as follows: No. 18 and larger in 1-lb. lots, 66c per lb.; No. 15 and smaller, 67c per lb.; No. 18 and larger in ¼-lb. lots, 67c per lb.; No. 15 and smaller, 68c per lb.

Cotton Bag Twine is quoted at 67c per lb.

Lamp Wick

New prices on lamp wick are higher as follows: No. 0, 60c per roll; No. A, 75c per roll; B, $1.05; D, $1.65 per roll.

Hungarian And Hob Nails Advance

London.

HUNGARIAN AND HOB NAILS.—An advance of $2 per 100 lbs. has been made in the prices on Hungarian and hob nails. Prices quoted herewith are for 1 lb. packages:

11, 12, 13 ga. and heavier: ⅜ and shorter, $17.40 per 100 lbs.; 3 2-8 and longer, $16.90 per 100 lbs.

14 ga.: ⅜ and shorter, $18.50 per 100 lbs.; 7/16 and longer, $18 per 100 lbs.

15 ga.: ⅜ and shorter, $19.30 per 100 lbs.; 7/16 and longer, $18.80 per 100 lbs.

Usual extras for small packages.

Hand Cleaner, Stove Casters Advanced

London.

HAND CLEANER.—New and higher prices are quoted this week on Snap hand cleaner. Present prices are $5.40 per case of 3 doz.

Stove Casters

An advance has also been made in the price on Adams Stove Casters, which are now selling at $1.50 per set.

Nails

No change has been made in the price of nails at $5.45 base for wire nails and $5.75 base for cut nails.

New Prices On Poultry Fence

London.

POULTRY FENCE.—New prices have been made on Blue Ribbon American poultry fence for present and spring booking as follows: 10 rods to roll: 24 in., $4.30 per roll; 36 in., $5.50 per roll; 48 in., $6.50 per roll; 60 in., $7.65 per roll; 72 in., $8.75 per roll.

Rope

Rope prices are unchanged this week at the following quotations: Pure Manila, 39c base; British Manila, 33c base; New Zealand hemp, 33c and Sisal, 27½c base.

Bucksaws, Shovels, Weather Strip

London.

BUCK SAWS.—Prices on buck saws this week are steady at $8.70 per doz. for Happy Medium and $11.70 per doz. for Prince Rupert.

Snow Shovels are quoted this week at 12½ per cent. off list.

Weather Strip

Common wood and felt weather strip is quoted at 75 per cent. off list; Swan hardwood strip is 75c per set. Frost King is $4.40 per doz. pkgs.

Cow Chains are quoted at 12½ per cent. off list.

Sash Weights; Skates; Sifters

London.

SASH WEIGHTS.—Solid 3-lb. and larger sash weights are quoted at $3.50 per 100 lbs. Sections ½-lb. weights are $4.50 per 100 lbs. and sections 1-lb. are $4.25 per 100 lbs.

Hockey Skates

Starr hockey skates are quoted at 30 per cent. off list.

Ash Sifters

A good sale for ash sifters is reported at following prices: $5.25 each for No. 1 rocker; Banner sifters, $2.90 each, and common wood sides sifters, $2.15 doz.

Lanterns; Globes And Batteries

London.

LANTERNS.—Lanterns in long and short pattern are quoted at $12 per doz.; lantern globes, long and short pattern, are as follows: 1 doz. cases, $1 doz.; 3-doz. cases, 90c doz.; 6-doz. cases, 85c per doz.

Flashlight Batteries

Flashlight batteries and cases are quoted this week at 33 1-3 per cent. off list.

Decline In White Lead In Oil

London.

WHITE LEAD IN OIL.—Lower prices are quoted this week on white lead in oil as follows:

Pure lead in ton lots, $16.20 per 100 lbs.; less than ton lots, $16.55 per 100 lbs.; Elephant Brand pure lead is $16.80 per 100 lbs. in ton lots, and $17.15 per 100 lbs. in less than ton lots.

Putty

Putty prices are unchanged, with a good sale this week. Standard putty in drums is $4.75 per 100 lbs., and pure putty, $5.75 per 100 lbs.

Advance Registered In Turpentine Prices

London.

TURPENTINE.—An advance of 2c per gal. has been made in turpentine prices, with a fair demand. New prices are: 77c per Imp. gal. for 1 bbl. lots; 76c per Imp. gal. in 2 to 4-bbl. lots; 84c per gal. in 5-gal. lots.

Linseed Oil

Linseed oil is steady in price at the following quotations:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.37	$1.40
3 to 5 bbls.	1.36	1.39
6 to 9 bbls.	1.34	1.37

Glass

Glass prices are firm this week at 50 per cent. off for single and double diamond and 40 per cent. off for cut lights.

WINNIPEG MARKETS

WINNIPEG, October 31.—Business for the past week although only moderate in shelf goods shows increased activity in such seasonable lines as sleighs, skates, hockey sticks and cutlery.

Markets for the week continue very firm on all lines of heavy goods, but show numerous advances in general hardware, among which are stove pipe wire, calf weaners, lamp wick, clothes lines, brass butts, Carll wrenches, lace cutters, and washing machines, while soldering coppers register a decline.

Cream Freezers Up 10 Per Cent

Winnipeg.

ICE CREAM FREEZERS. — New prices have just been announced by the manufacturers of ice cream freezers, which show an advance of approximately 10% over last year's prices, and orders for 1918 shipment are being accepted on this basis at prices mentioned herewith.

Blizzard, 2-quart, $2.45 ea.; 3-quart, $2.90 ea.; 4-quart, $3.50 ea.; 6-quart, $4.50 ea. Lightning or Gem, 4-quart, $3.95 ea.;

6-quart, $5 ea.; 8-quart, $6.50 ea.; 10-quart, $8.60 ea.; 12-quart, $9.50 ea. Crown with fly wheel, 14-quart, $17.50 ea.; 18-quart, $22.50 ea.; 24-quart, $27 ea.

Wrenches And Lace Cutters Advance

Winnipeg.

CARLL WRENCHES. — Prices on Carll wrenches show the first advance during the year, which is approximately 10% and are quoted to-day at 6 in., $10.40 doz.; 10 in., $16 doz.

Lace Cutters

Further advances have occurred in the prices of Empire lace cutters and price quoted to-day is $4.80 dozen.

Iron And Steel Prices Firm

Winnipeg.

IRON AND STEEL.—New prices established by the United States Government on iron and steel, as predicted, have had no immediate effect on the Canadian markets with all prices remaining firm as quoted below.

Bar Iron—3-16 in. ¼ in. and 5-16 in., $8.05 base; ⅜ and 7-16 in., $6.10 base; other sizes, $5.60 base; sleigh shoe steel, $5.80 base; spring steel, $6.50 base; machinery steel, $7.50 base; tool steel octagon, 18c lb.; plow steel, common, $6.50 per 100 lbs.; crucible, $7.50 per 100 lbs.; tire steel, $5.60 per 100 lbs.; angle steel, $5.35; harrow tooth steel, $5.50 base.

Wire Nails

There has been no further change in the markets on wire nails during the past month and prices on all wire products continue very firm. Wire nails are quoted to-day as follows: F.o.b. Fort William, $5.60 base; f.o.b. Winnipeg, $6 base; cut nails, f.o.b. Winnipeg, $6 base.

Prices Advanced On Washing Machines

Winnipeg.

WASHING MACHINES.—In a recent issue of HARDWARE AND METAL were shown advances in a couple of lines of washing machines and predicted further revisions which have just been put into force. New prices, however, affect only two lines, namely, New Century B. and Playtime. To-day's prevailing prices are as follows: Dowswell, $4.75 ea.; New Century B., $10.15 ea.; New Ideal, $11.35 ea.; Playtime, $11 ea.; Snowball, $8.50 ea.

Big Advance On Calf Weaners

Winnipeg.

CALF WEANERS.—One of the heaviest advances yet recorded has just become effective on Shaw's Genuine Calf Weaners, showing an increase of 15 to 20%. Prices prevailing are as follows: No. 1, $4.60 doz.; No. 2, $5.85 doz. Hoosier calf weaners also show an increase and are to-day quoted at $6 doz.

Stove Pipe Wire

Further advances in stove pipe wire by the manufacturers has necessitated a further revision in Winnipeg selling prices and to-day's market prices are as follows: 18 ga., $8.50 per 100 lbs.; 19 ga., $9 per 100 lbs.

Advance Made On Cotton Lines

Winnipeg.

CLOTHES LINES, WICK AND ROPE.—Owing to the recent advances in the cotton market it has been necessary to revise prices on lamp wick, clothes lines and cotton rope, which are quoted as below.

Lamp wick, flat—No. 0, 63c gross; No. A, 79c gross; No. B, $1.15 gross; No. D, $1.83 gross.

Rochester—No. 1, 35c doz.; No. 2, 50c doz.; No. 3, $1.65 doz.

Stove wick, flat—3 in., 43c doz.; 3½ in., 50c doz.; 4 in., 57c doz.; 4½ in., 65c doz.; 5 in., 70c doz.

Cotton clothes lines—48 ft., $3 doz.; 60 ft., $3.50 doz.

Cotton rope—3-16 in., 56c lb.; ¼ in. and over, 55c lb.

Prices Advanced On Brass Butts

Winnipeg.

BRASS BUTTS. — Prices on brass butts, which have remained steady for the past year, now show an increase of about 33% and are quoted to-day at:

Narrow—1 in., 45c doz.; 1¼ in., 65c doz.; 1½ in., 73c doz.; 1¾ in., 95c doz.; 2 in., $1.12 doz.; 2½ in., $1.96 doz.

Middle—1½ in., 84c doz.; 1¾ in., $1.06 doz.; 2 in., $1.29 doz.; 2¼ in., $1.82 doz.; 2½ in., $2.40 doz.

Broad—1¼ in., 76c doz.; 1½ in., 95c doz.; 1¾ in., $1.18 doz.; 2 in., $1.46 doz.; 2¼ in., $2.10 doz.; 2½ in., $2.80 doz.

Soldering Coppers

Soldering coppers, which have been advancing steadily since the commencement of the war, have declined with the copper market and show a reduction of 4c per lb. To-day's prices are as follows: 3 lbs. and over (base), 64c lb.; 2½ lbs. and over, 65c lb.; 2 lbs. and over, 66c lb.; 1½ lbs. and over, 67c lb.; 1 lb. and over, 70c lb.

Advance Expected In Game Traps

Winnipeg.

GAME TRAPS.—The demand for game traps still continues to grow and newspaper reports of the extraordinary high prices prevailing at the sale of furs recently held in New York is expected to further stimulate the demand for traps. Although prices remain firm on the Winnipeg market, advances are now quoted in the United States and may be expected to affect the Winnipeg market in a short time. Prices ruling to-day are as follows:

Victor—No. 0, $1.58 doz.; No. 1, $1.86; No. 1½, $2.80; No. 2, $3.90; No. 3, $5.20.

H. and H.—No. 1, $2.86 doz.; No. 1½, $4.29; No. 2, $6; No. 3, $8; No. 4, $9.45.

Jump.—No. 1, $2.40 doz.; No. 1½, $3.65; No. 2, $5.33; No. 3, $7.08.

Newhouse—No. 2½, $13.62 doz.; No. 3½, $15.27; No. 4, $13.62; No. 4½, $33.05; No. 50, $70.30; No. 5, $99.25.

Prices Firm On Oil And Turps

Winnipeg.

LINSEED OIL. — Although the flax market is very unsettled linseed oil continues firm, showing no change over previous quotations and is quoted as follows: Raw, $1.57 gal.; boiled, $1.60 gal.

Turpentine

Turpentine prices continue firm and show no change over former quotations, namely: Bbls., 80c gal.; ½ bbls., 83c gal.; 5 gals., 85c gal.; 1 gals., 85c gal.; plus usual charge for containers.

PITTSBURG MARKETS

PITTSBURGH, PA., Oct. 27.—The chief topic of discussion in iron and steel trade circles the past few days is the rumor that has been circulating freely in Pittsburgh and New York that the Government has called a halt in the price fixing programme. No specific authority is cited for the rumor, and different members of the trade have different views about it. Some insist that there is no possibility of the Government doing anything but carry out its announced programme in full, and it may be recalled that early in the operation the statement was made, apparently upon the authority of the War Industries Board, that prices were to be fixed on "about 150 articles" of iron and steel. Others in the trade insist that there is something in the rumor, and point out that it would be a perfectly natural and reasonable procedure. A general price level has been clearly established. Prices have been set practically covering all pig iron; practically all unfinished steel such as billets, large and small; sheet bars, slabs and wire rods have had prices attached; and bars, shapes and plates, which comprise about one-half the finished steel output, have been fixed. As it was the intention to have all other prices set in relation to these, the trade can be left to develop these in a rational manner, if it can. If it cannot, then the operation of price fixing can be resumed at any time. Frank A. Scott, chairman of the War Industries Board, is reported to have resigned on account of ill health and to have gone to a sanatarium.

New Wire Prices

What the trade considers rather a curious thing is that the American Steel & Wire Co. has promulgated new prices, to be effective as from October 24. These prices represent advances of $2 a ton on plain wire, also galvanized; and $6 a ton on wire nails and barb wire, making nails $3.50. In some quarters the present action is interpreted as foreshadowing a Government fixing of prices at the $3.50 level, while in other quarters it is held that the advance may mean that the wire trade is expected to find its level. If the latter interpretation is correct it means that that War Industries Board will give the independents an opportunity to drop to $3.50 and if they do not it will resume price fixing.

Break in Sheets

A spectacular break has occurred in the sheet market. Last June and July it was difficult to buy at 8c, except in special circumstances, and considerable tonnages were sold at 9c and higher, in both black and blue annealed. It was not until about 30 days ago that sheets became easily obtainable at 8c. Ten days ago it was difficult if not impossible to buy at 7c.

WEEKLY PAINT DEPARTMENT

Selling to the Farmer

Prosperity of Farmers Opens Field for Sale of Paint—Value of Property Enhanced by its Use—Now is Time to Push Interior Lines—Appeal to the Women—Making the Farmer the Painter.

THE sale of paint to the farmer is by no means an impossible task. It is really a case of pushing for this trade aggressively—educating the farmer to a point where he will realize the protective value to his buildings apart from the enhanced appearance.

Farmers are to-day enjoying a period of prosperity which they never anticipated. They are buying automobiles—they are taking trips to the cities—they are expanding in many ways, but are they buying paint? And if they are not, why not?

The high price that paint has attained is no argument for the farmer to use for not wanting to improve his property. The produce which the farmer now markets has made strides in value far greater than that made by paint. And what extra cost is really involved in a little job of painting? Most certainly it isn't an amount to cause worry to the affluent farmer.

By painting his buildings, the farmer displays good management. Paint enhances his property value not only from the standpoint of appearance—a mighty important feature too, in effecting a sale—but from real wear and tear value. Investigations conducted indicate weather wear junks more farm machinery, takes down more fences and makes more repair jobs on a building than anything else. Aren't these then, sufficient arguments to use on a farmer to convince him of the value of paint.

But what about the inside of the farm home? Because the farmer is outside from morning to night is no reason why the house needs no decorating. There is no farmer, if the point is mentioned to him, who wants his wife cooped up in shabby quarters. But the fact remains—there are many women on the farms whose lives would be decidedly brightened by the application of a little paint throughout their rooms. Cheerful surroundings make for cheerful dispositions and with the long, dark nights of winter approaching, every farmer and his wife should be solicited on the question of brightening up the interior of their home.

Making an appeal to the women should not be overlooked. In the majority of cases, it will be the woman who selects the colors and why shouldn't she, when the fact of her being in the home the greater portion of the time is considered. There is no doubt but that the merchant can assist in the selection of colors which will harmonize and it is important that he advise against combinations which will appear gaudy or freakish. All colors, though nice in themselves, do not harmonize and the selection of suitable shades should concern every merchant.

The appearance of farm buildings adds materially to their value; the interior of the home adds not only to its value but there is no farm mistress but who likes the appearance of her home to be equal to that of her neighbor's. There are a great many angles from which the merchant can make his appeal to the farmer and his wife and the development of this trade should be on the increase now. Interior painting can be done by the farmer himself. Do not overlook the opportunity to impress this fact on his wife as well as point out to him the saving in outside labor. The sale of paint to the farmer is just in its infancy—the present wave of prosperity sweeping over the country should influence sales of paint which the farmer can well afford. A strong push on all interior finishes from now until the end of the year should show splendid results.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting address.

1350. A member of an important firm in Buenos Aires, Argentine Republic, is in Canada for the purpose of making connections with Canadian manufacturers of the following articles: Agricultural and garden tools; woodenware, including household sanitary, tables, chairs, ladders, camp-beds, etc.; household tinware, and enameled hollow-ware, rubber goods, including mechanical and domestic, also overshoes, lawn mowers, bath tubs, fibre-board, pulp-board, straw-board, heeling stock, etc., twine, cordage, fibre matting.

1353. **Pyrites.**—A fertilizer company in the United States requires regular shipments of Canadian pyrites. Would purchase ten carloads weekly and would be glad to pay cash when loaded on cars if necessary.

1257. **Roofing felts and builders' materials**—A Liverpool firm wishes to receive prices and samples of roofing felts for present or after-the-war business. They also wish to hear from exporters of any line of builders' materials.

1363. **Wire.**—A British company handling metals wish to act as European selling agents after the war for a Canadian wire-drawing factory able to supply copper, steel and nickel wire and similar products.

1365. **Building materials.**—A commission merchant in Valparaiso, Chile, who has a large connection among the constructional engineering professions would like to make arrangements to represent Canadian manufacturers of building materials and all articles connected with the building trades.

1367. **Metallic.**—A Genoese house interested in cobalt and stellete high-grade steel, and importers of same, is prepared to buy metallic cobalt and stellete.

1368. **Toys.**—A firm in Genoa which is one of the oldest and largest toy establishments in Italy is anxious to hear from Canadian manufacturers of same.

1369. **Castings and rolled steel.**—An engineer in Milan, with references in Great Britain and the United States, desires to hear from Canadian manufacturers interested in steel castings for railways and tramways cars, drums and discs for steam turbines, shafts for steamers and railway and tramway points and crossings.

1371. **Agricultural implements and motor tractors.**—A farmers' trading company of New Zealand wishes to arrange for the representation of Canadian manufacturers of the above-named articles.

1372. **Wooden tea trays.**—A London house who are already agents for one important Canadian company would like to arrange to represent Canadian manufacturers of the above articles.

1373. **Wire, plain galvanized and barbed.**—A Buenos Aires firm of English nationality would be pleased to undertake the representation of any Canadian manufacturer in the above-named lines.

1374. An English house at Buenos Aires, having connections with English railways and Government buying departments, wishes to represent Canadian manufacturers of the following lines: Lumber, heavy chemicals, iron sheets, iron and steel, wires, railway material and railway supplies.

1376. **Show cases.**—An importer in Belfast, Ireland, wishes to get into communication with Canadian manufacturers of show cases.

1378. **Rope, twine, nails, hoop-iron, etc.**—A firm of merchants in Cape Town, South Africa, wishes to get in touch with Canadian manufacturers of rope, twine, nails, hoop-iron, etc.

1379. **Galvanized buckets.**—A hardware firm in Barbados would like to receive catalogues of galvanized pails and buckets from Canadian manufacturers.

(Continued on page 90.)

SHERWIN-WILLIAMS

Flat-Tone

THE

HOME BEAUTIFIER

A Linseed Oil Paint that dries with a soft, velvety finish which is so pleasing to the eye.

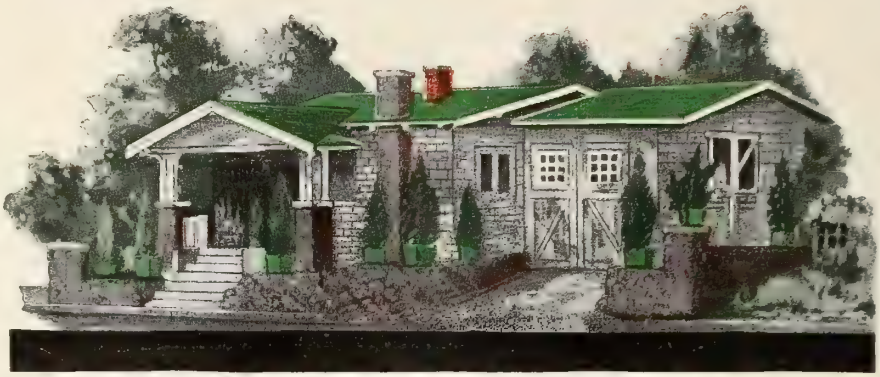
Flat-Tone

It is the finish that is now being used for interior decorations. Your customers know these goods your shelves should be well filled with Flat-Tone in order to take care of the coming demand.

Flat-Tone is put up in many beautiful shades, and owing to its durability and covering capacity is very inexpensive. Send in your orders now for what you require.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

SELL



RAMSAY'S

PAINT

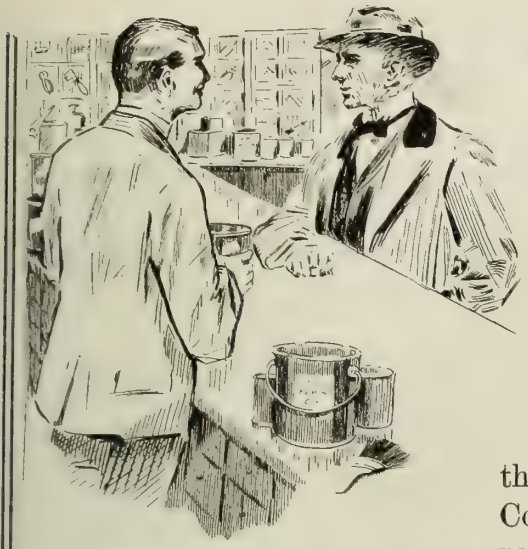
UNIVERSALLY USED AT HOME AND ABROAD

Enquiries Solicited

A. RAMSAY & SON CO., MONTREAL

Branches: Toronto and Vancouver

"There's this advantage in painting in the Fall"



Moore's House Colors Give Good Results In any Season.

"The cooler weather means slower drying, and slower drying means a more durable finish."

Here's a strong and reasonable argument with which to combat the prevalent idea that Spring is the only time to get good results from Moore's House Colors. Then, too, the absence of flies and dust is a factor that makes for a more satisfactory job. Moore's House Colors are made from the very best and most lasting pigments combined with Pure Linseed Oil, and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling.

WRITE FOR AGENCY PROPOSITION.

Benjamin Moore & Company, Limited, West Toronto

Get acquainted with these Rock Island Products

It will only cost a post card to get sufficient information about these lines to convince you that it is to your advantage to handle them:—

Sad Irons
Gas Irons
Tailors' Irons
Grinders
Foot Scrapers
Tampers
Corn Shellers
Sausage Stuffers
Fruit Presses
Hand Grist Mills
Whole Wheat Hand Mills
Cement Tools
Fire-proof Safes
Lawn Sprinklers
Emery Wheel Dressers
Post Mauls
Bench Screws
Ratchet Jacks
Transmission Equipt.
Combination Forge
Blacksmiths' Drills
Anvils
Riveters
Kettles
Floor Scrapers
Milk and Cream Testers
Dewey Hog Waterers

Vises of Every Description and Automobile Accessories.

Post that card to-day and learn what good service and terms we can give you.

ROCK ISLAND MFG. COMPANY

Factory and General Offices:
ROCK ISLAND, ILLINOIS, U.S.A.
NEW YORK, 113 Chambers St. **CHICAGO, 180 North Market St.**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 31.—The week's interest centres around white lead in oil again this week. Following the decline of a week ago there has been a further price reduction in the price of white lead in oil. There would appear to be an upward trend due for turpentine as one dealer already quotes two cents higher per gallon on what is being sold. Linseed oil demand is good with prices firm.

Linseed Oil In Steady Condition

Montreal.

LINSEED OIL.—There is no new feature in the oil market as affecting linseed products this week. The demand is fair with one dealer reporting a good demand. At present prices, a considerable amount of booking is being done for delivery up to January 1, 1918. Beyond that date, there is an unwillingness to quote prices.

Turpentine Slow; Trend Is Upward

Montreal.

TURPENTINE.—There is not a great demand for turpentine, although sorting orders are fair. Prices remain firm, while on large dealer reports two-cent per gallon advance over the prices named in last week's report. As the season advances it becomes evident that the car situation is more difficult, and this will necessarily tend to aggravate a situation that already has been severe.

Quotations this date are as follows:

Turpentine	Per Imp. gal.
1 to 5 bbls.	72c. to 75c.

White Lead In Oil One Fifty Lower

Montreal.

WHITE LEAD IN OIL.—This week marks another big decline in white lead in oil. HARDWARE AND METAL has given some indication for the past while as to the likely trend of this market and its indicated probable downward trend is again borne out. Pig lead has not recovered from its downward trend and this is largely responsible for the weakened condition of white lead in oil. There is a straight drop this week of a dollar and a half in the five ton lot price, and quotations now made are as follows:—Five ton lots $15.50 per 100 pounds; one ton lots, $16 per 100 pounds; and $16.35 per 100 pounds for less quantities. These prices apply to standard lines. The movement of lead in oil is just fair. Pig lead is reported slightly firmer in the New York market.

Mixed Paints Are In Fair Demand

Montreal.

MIXED PAINTS.—There is a fair demand of a sorting nature for mixed paints and prices remain firm. It will be remembered that prevailing prices of to-day are those based on the lead quotations of last spring, consequently there has been no change incident to the fluctuation in white lead in oil. There is a good demand even now for mixed paints and one dealer reports the October demand better than for several years. Bookings from country points as for spring delivery are coming in well and the outlook is good.

Putty Unchanged; In Fair Demand

Montreal.

PUTTY.—There is no new development in putty. This is moving out in fair quantities and the supply is normal. Last week's prices are still ruling. The whiting used, coming from England as it does, might be affected only insofar as shipping is concerned. There is a fair supply of stock in hand and yet this is said to be not very great. Prices are:—Standard bulk putty in barrels, 5 ton lots, per 100 pounds, $3.25; 1 ton lots per 100 pounds. $3.40; less than tons per 100 pounds, $3.60.

TORONTO

TORONTO, Nov. 1.—The outstanding feature in the market pertaining to paint materials is the decline in white lead in oil. This follows on the heels of a declining market for pig lead. At the present time the downward movement in pig lead seems to have been arrested, but the market is one which holds uncertainties. Linseed oil held in steady position during the week and turpentine prices were also unchanged from those of previous week's quotation. Glass is in very firm position, some dealers asserting that they are contemplating advancing their prices. Sorting business on paint lines for the most part has been reported fairly good. Spring booking business on paint is proceeding and fairly good orders are reported.

Linseed Oil Held In Steady Market

Toronto.

LINSEED OIL.—There was a steady market for linseed oil during the week so far as price movements are concerned, the range on raw linseed oil remaining the same as last week at $1.37 to $1.41 per gallon in single barrel lots. Judging from the movement in the flaxseed market during the week there was a slightly easier tone, cash seed being quoted on Thursday of last week at $3.09 per bushel, and on Wednesday of the present week at $2.95. The December option ruled lower also, although not to such a marked degree, the decline in that instance being 7½c per bushel. There has been a good movement of flaxseed in the Western provinces during the week, ranging from 15 to 40 cars per day. Locally, the demand for linseed oil has been fair. Oil cake is holding steady at recent quotations with a good demand keeping up.

	Raw. Imp. Gal.	Boiled. Imp. Gal.
1 to 2 bbls.	$1.37-$1.41	$1.40-$1.44
3 to 5 bbls.	1.36- 1.40	1.39- 1.43
6 to 9 bbls.	1.34- 1.38	1.37- 1.41

Turpentine Prices Are Holding Firm

Toronto.

TURPENTINE.—Prices for turpentine held steady during the week at the range of 74c to 77c per gallon in single barrel lots. Prices in the primary market also held uniformly steady at recent high quotations, there being no evidence of any weakening element in the market. Stocks of turpentine in the local market are low, one concern at least being out of the market for the time being owing to the failure of stocks to arrive. Transportation of supplies from the Southern United States is coming to be more of a factor in getting turpentine into this market. As winter progresses this condition is not expected to improve.

	Imp. gal.
1 barrel	$0.74-$0.77
2 to 4 barrels	0.73- 0.76
5 gallon lots	0.82- 0.85

White Lead In Oil Declines $1.30 Hundred

Toronto.

WHITE LEAD IN OIL.—A decline of $1.30 per hundred pounds was registered in the price of white lead in oil during the week on standard grades with a decline

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

Paraffin or Petrol

WHATEVER fuel is used, whatever type of internal combustion engine is employed, there is a model in the "Sphinx" range of plugs that will fill the bill. For farm tractors and all agricultural purposes specially designed models are available. "Sphinx" Plugs are supplied in the ½ in. (taper) gas, and ⅞ in. (A.L. A.M.) American threads in addition to the standard metric pitch; and—they are all guaranteed without time limit. A fully illustrated catalogue will be sent free upon request. May I have your inquiries?

Sole Agent for Dominion

Wm. T. Evans

1684 St. Urbain St., Montreal

Manufacturers:

Sphinx Mfg. Co.

Birmingham, England

'SPHINX'

This Model (Mark D-43) is specially suitable for use on gas or oil engines.

Say you saw it in HARDWARE and METAL

If interested, tear out this page and keep with letters to be answered.

of $1.50 on five-ton lots and over. The greater decrease on five-ton lots has been occasioned through the changing of the differential between five-ton lots and one-ton lots to 50c per hundred pounds. The differential between single ton lots and less than ton lots has been changed from 30c to 35c. Pure white lead in oil is now quoted at $16.20 in ton lots and $16.55 in less than ton lots, and $15.70 in five-ton lots. The decline in white lead in oil follows as a result of the declines in the pig lead market. Demand is light in the face of the declining tendency.

Booking On Mixed Paints Satisfactory

Toronto.

MIXED PAINTS. — Manufacturers who have been booking orders for spring delivery of paint report that the volume is fairly good. Booking conditions, however, protect the purchaser as he is given the benefit of any declines that may take place in the interim and should advances take place he is protected against having to pay the advance. There has been a fair amount of sorting business but with the coming of winter weather this business has slowed up considerably.

Glass Market Shows Increasing Strength

Toronto.

GLASS, PUTTY. — There is a continued strong situation in glass, so much so that one dealer intimated that he was seriously considering advancing his prices. This dealer in question has recently returned from a trip into the glass manufacturing districts of the United States and states that conditions there are anything but promising. There is a shortage of coal, labor, and raw materials and there seemed to be every prospect that the manufacturers would in the near future again advance their prices. Locally stocks are getting low and it is only a question of time until dealers will have to enter the market at the higher prices recently quoted by the manufacturers. Demand for glass is not heavy at the present time. Putty remained unchanged at prices given in current quotations.

INCREASE IN POSTAGE RATES, NOVEMBER 2

A notice sent out by the post office authorities in the United States indicates that an advance in postal rates has been set for November 2.

This increase parallels present rates in Canada as will be seen by the schedule attached herewith:

Letters (except drop letters), 3 cents an ounce.

Drop letters (those for delivery through office of mailing), 2 cents an ounce.

Postal cards, 2 cents each.

Post cards (private mailing cards printed or bearing written message), 2 cents each.

The one cent postal card may be used by attaching a one cent stamp.

No increase in rate on circulars, printed matter and parcel post mail matter.

CENSUS OF FRENCH INDUSTRIES

Among the important measures proposed by the French Government in the preparation for industrial reorganization after the war is an industrial census, which it is proposed to make obligatory and very detailed and comprehensive. The details of the project are likely to be worked out by the newly created Economic Committee of the Government, recently established by decree, and comprising Paul Domeur, Minister without Portfolio, the Minister of Commerce, the Minister of Agriculture, the Minister of Colonies, the Minister of Transport, the Minister of Munitions, and the Minister of Provisionment. The Minister of Commerce will take part in the deliberations of this committee whenever they affect his department.

The purpose of the industrial census is to determine the nature and number of industrial machines, the extent and character of industrial equipment, and available supplies of industrial materials. There has, however, been considerable opposition to the proposed census, coming chiefly from chambers of commerce and manufacturers' associations. Objection is particularly raised to the obligatory feature of the project, on the ground that article 55 of the new income-tax law specificially authorizes the tax officials to make use of information obtained by any branch of the public service under existing laws.

TRADE INQUIRIES

(Continued from page 84.)

1380. **Wire fencing.**—A Barbados firm dealing in general hardware desires correspondence with Canadian manufacturers of wire fencing.

1381. **Galvanized roofing sheets.**—A hardware firm in Barbados desires to import galvanized corrugated roofing sheets from Canada.

1382. **Wrapping paper.**—A firm in Kingston, St. Vincent, B.W.I., makes inquiry for Canadian wrapping paper.

1383. **Zinc ores.**—A London company who import zinc ores invites offers from Canadian producers able to export regular supplies. They would also consider proposals of other minerals.

1385. **Brushware.**—An East London (South Africa) firm requests catalogues, price lists and other details on Canadian made hardware.

1386. **Hardware.**—An East London (South Africa) firm of wholesale importers requests catalogues from Canadian manufacturers of household, builders and farm hardware, farm and hand tools, and household utensils. Price lists to be inclosed.

1388. **Tools and Handles.**—A Durban firm of wholesale merchants requests samples when possible, catalogues and price lists with particulars of packing from Canadian manufacturers of shovels, spades, pick-axes, axes, farm tools, also pickaxe tools and broom handles.

1390. **Mining Material.**—A Durban firm of import merchants makes demand for supply of light rails, wheelbarrows (tubular and wood), steel plates, coal mining tools such as shovels, picks, etc.

1394. **General agency.**—A Durban manufacturers' representative seeks the representation and requests correspondence from Canadian manufacturers prepared to export wrapping paper, paper bags, galvanized iron, fencing standards and hardware lines.

1396. **General agency.**—A Johannesburg firm of shippers and manufacturers' agents is prepared to consider Canadian agencies.

1397. **Hardware, farm implements and tools, windmills.**—A Natal firm of importers making a specialty of agricultural machinery and implements, hardware, including enamelware, asks for price lists and catalogues with particulars of packing of hardware. Price lists to be f.o.b. Canadian ports.

1398. **Household goods.**—A Cape Province (South Africa) firm making a specialty of 5c, 10c, and 25c goods, asks for catalogues and price lists from manufacturers supplying these lines, chiefly kitchen utensils.

1399. **Hardware.**—A Durban firm of wholesale merchants is open to purchase from Canada, Yankee patterned handled axes, hatchets, fencing pliers, tower pincers, wrenches (all kinds), staple vises, shovels, spades, iron and wood screws, galvanized fencing staples, bright netting staples, sad irons, farm tools, and other lines of hardware. Catalogues and price lists requested.

1402. **Hardware, woodenware, leather goods, agricultural implements, farm tools, hand tools, enamelware, farm and household utensils, iron and steel.**—A firm in the Eastern Cape Province (South Africa) handling in a wholesale way lines suitable for the native trade, requests catalogues and price lists from Canadian manufacturers of the above lines.

1403. **Hardware.**—A Transvaal firm of wholesale importers requests catalogues, price lists and samples when possible from Canadian manufacturers of any line of household, building and farm hardware, farm and hand tools, kitchen utensils, wheelbarrows and shovels.

1404. **Brushware.**—A Transvaal firm of wholesale importers requests catalogues and price lists and samples when possible of brushware from Canadian manufacturers.

1405. **Carbide.**—A South African firm of engineers acting as merchants and agents in some cases, requests direct communication from manufacturers of carbide for acetylene lighting and oxy-acetylene welding and cutting work.

1406. **Agencies.**—A Durban firm of engineers, with branches in each centre of South Africa, is prepared to take up the representation for Canadian manufacturers of railway and signalling apparatus, shovels, mechanical machinery, electrical machinery, machinery specialties, steam and water packing, asbestos slates and coal tar.

1407. **Electrical supplies.**—A Glasgow firm will be glad to receive catalogues and price lists of electrical supplies, such as bayonet lampholders, ceiling roses, tumbler switches, porcelain fuses, wall sockets and plugs, etc. This firm has an import license.

1408. **Electrical supplies.**—A Glasgow firm of wholesale metal merchants asks to be put in touch with Canadian exporters of electric bells, indicators, all accessories, wirings, etc., for after the war trade.

1409. **Tool handles.**—A Glasgow firm who have a license for importation, asks for quotations on ash and hickory handles for rakes, hay forks, hoes, and miners' and engineers' tools. With a view to after-the-war business, they also wish to get in touch with exporters of broom handles.

1413. **Bolts and nuts.**—A Glasgow firm wishes to communicate with manufacturers of the above for after-the-war business.

1417. **Swedish apple wrapping paper.**—An inquiry comes for paper of the above description, 2,880 sheets in a ream weighing seven pounds. This is exactly the size required. Heretofore this class of paper has come from Sweden. It is generally packed in strong canvas, bound with iron hoops. Samples may be procured on application to the Superintendent, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1418. **Nickel and cobalt**—A metal merchant in Milan, Italy, with good references, desires to buy nickel (pure, in cubes, grains, etc.), also nickel salts, such as sulphate of nickel, and cobalt metal and salts.

1419. **Nestible metal barrels.**—A firm in Boston, U.S., which is shipping cement largely to Allied Governments, wishes to secure from Canada nestible metal barrels suitable for shipment of cement.

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

When writing to Advertisers kindly mention this paper.

And Berry Finishes are Best for the Kitchen too."

From kitchen to front door there is a dependable Berry product for every finishing need.

In these days of high labor costs this comprehensive value appeals strongly to the consumer, as it costs no more to produce a beautiful and permanent finish with these products than with the kind that wears out in a few months. The difference in the price per gallon is trifling.

Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are among the many "Berry" brands whose names are household words to all users of varnish.

The "Berry" label is the only selling argument needed.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

Liquid Granite
FLOOR VARNISH

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;

Ford's Auger Bits, 30 and 17½%.

Gilmour Auger Bits, 50 and 5%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench No. 2, doz.	10 75	11 25
No. 3, doz.	11 50	12 15
No. 4, doz.	12 50	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb.... $1.40-$1.75

Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb. 3 00

B x 50 lb. 3 60

A x 75 lb. 4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...... 12-13c

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base 0 48

Rods, base ½ to 1 in. round.. 40-43

Tubing, seamless base........ 0 55

Tubing, iron pipe size, base ¾ in. and up to 3 in......... 0 55

Copper, iron pipe size, base ¾ in. up to 3 in.......... 0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz........ 5 50

3 sections, 5 ft., doz........ 7 00

3 sections, 6 ft., doz........ 8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy $17 00

30-gal. Standard 13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in....... 7 35

No. 2—18 in. x 28 in....... 8 10

No. 3—20 in. x 30 in....... 8 85

Ironing Boards.

Size 12 x 60 ins., doz........ 9 00

Size 13 x 66 in. 10 00

Folding, 14 x 58 ins., doz.... 18 25

With sleeveboard attachment. 22 00

Folding sleeveboards, per doz. 4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840 .... 5%

No. 800 .... 2½%

No. 838 .... 5%

No. 808 .... 5%

No. 804 .... 15%

Nos. 802, 842, 844 .... 5%

Nos. 810 and 814 .... net list

No. 830 .... 2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths.. $6 80

17—7-strand, 50 ft. lengths... 7 00

18—6-strand, 100 ft. lengths.. 5 20

18—6-strang, 50 ft. lengths... 5 45

19—6-strand, 100 ft. lengths.. 4 75

19—6-strand, 50 ft. lengths... 5 00

F.o.b. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb. 58½-60½

No. 7, lb. 57½-59¼

Nos. 8, 9, 10, 12.......... 57 -58¾

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base $28 00

IX, 20x28 base 32 00

IXX, 20x28 base 36 00

IXXX, 20x28 base 40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets... 36 00

IX, 20x28 base, 112 sheets... 39 00

IXX, 20x28 base, 56 sheets.. 20 00

IXXX, 20x28 base, 56 sheets 21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base $16 50

20x28 IC, double box........ 33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

Nominal

IC, 14x20 base $18 00

IX, 14x20 base 18 75

IXX, 14x20 base 19 50

F.o.b. Montreal.

CLOCKS

Big Ben .... $2 40-$2 65

Good Morning, each......... 1 15

Lookout 1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wa-es, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer........ 50

Kearney & Foot, Arcade..... 50

J. Barton Smith Eagle...... 50

P.H. and Imperial 50

Disston Brand 40

Globe 50

Nicholson 37½

Black Diamond 37½

Delta Files 37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Ingot Metals

Tin, Lead, Copper, Spelter, Antimony, Aluminum

Close prices from stock or for import

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West, MONTREAL

Lysaght's Poultry Netting

Heavily Galvanized
Machine Straightened
True to Gauge

John Lysaght, Limited
Manufacturers
Bristol and Newport

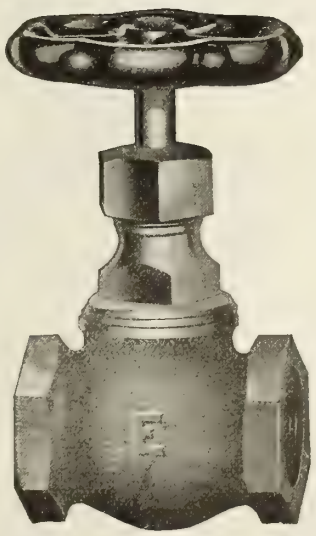
A. C. Leslie & Co., Ltd.
MONTREAL
Managers Canadian Branch

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $1.90 doz.; ½ in., $2.40 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	87 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size	Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Christmas in 7 Weeks

Only 7 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home **a battery can be used** with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

FREE NEWSPAPER CUTS
FOR MERCHANTS WHO SELL "BISSELL" SWEEPERS

Our Co-operative Cut Service has brought us superlative words of praise from discriminating and progressive retail advertisers whom we are privileged to count among our customers. ¶Like some of our other special advertising features, they are calculated to create a broad interest in a merchants store and goods. Thus a merchant is advertising his general line and this staple household labor-saving utility, which pays him an assured profit, at the same time. This is good advertising—likewise efficient and intensive as raising small berries in a young orchard or pumpkins between the corn.

WRITE FOR PROOF SHEET SHOWING OVER 100 CUTS, also for Window Displays, Show Cards, Price Cards, Folders, Etc. Whether you buy our sweepers direct or from a jobber, we want to help you sell them—and other goods.

Gifts sure to please

Cut No. 9892 D—An excellent Xmas Ad. Cut
"One of a hundred"

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED, NIAGARA FALLS, ONT. (Factory)
GRAND RAPIDS, MICH.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	8 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	...3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 10
16 gauge	12 05	10 20
18-20 gauge	12 20	10 35
22-24 gauge	12 40	10 50
26 gauge	12 60	10 65
28 gauge	12 90	10 95
10¾ ozs.	13 25	11 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters	
No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 630 (230), each	5 65

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

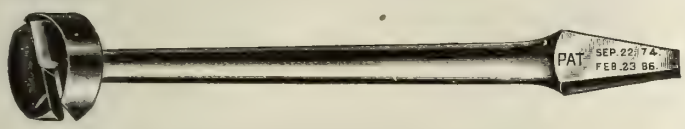
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS--WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

TRY US FOR

NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

115-121 SUMACH STREET - - - TORONTO, CANADA

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	1st Grade	2nd Grade	4th Grade
	—Per Dozen—		
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17..00

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ......Doz.	$39 00
Club, nic'd trim., "Cyco", bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56
4-ply wrapping, lb..........48 -60
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 00
No. 9 pl. galv.	5 65
No. 12 pl. galv.	5 95
No. 13 pl. galv.	6 00
No. 9 coil sp.	5 85
No. 12 coil sp.	6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

MANUFACTURERS SUPPLIES

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

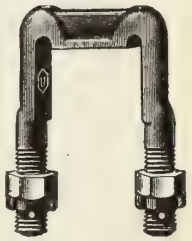
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

BAR IRON

We can give quick and accurate service on orders for Bar Iron, Bar Steel, Band Steel and Angles.

We carry a full stock of Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers, Bolt Ends, Turn Buckles, Auto Curtain Fasteners, Handles and Locks.



Auto Clips, Auto Springs, Tire Chains, Auto Rims, Auto Bompers, Lock Washers.

C. KLOEPFER, LIMITED

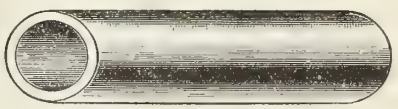
44-50 Wellington St. East, TORONTO

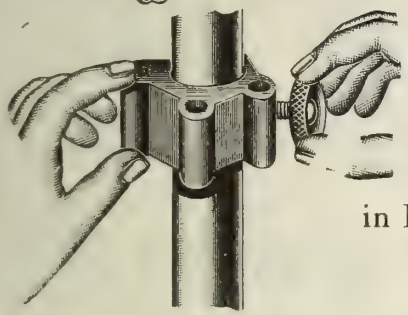
And at Guelph, Ontario

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

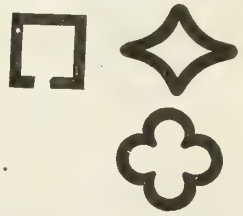




Patent Grip-Tight Socket

Specialists in TUBES Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

3-0 Galvanized Triumph Chain

by the foot, yard, 100 ft. or mile. Shipped on reels.

Reeder-Weeks Mfg. Co., Ltd.

39 Wentworth St. N., Hamilton, Ont.

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 15%; retail hardware 20% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to S4	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.58 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs.	C.P.
Prices withdrawn.		
600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums	....	
50-lb. drums	....	
25-lb. drums	....	
1-lb. 100s, papers	0 57¼	0 60
½-lb. 200s, papers	0 59¼	0 62

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 65
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls.	4 30	5 00

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, TN, 60c lb.; finest orange, 80c; finest white, 70c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 2[illegible]
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.75-$2.00

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

MADE IN CANADA

DOUGALL

VARNISH

The Varnish That Lasts Longest

THIS SIGN MEANS Increased Sales For The Dealer

A quality line of varnishes—a varnish for every purpose and each one guaranteed to be the best procurable for the use for which it is intended.

You'll do well to investigate this profitable line—profitable to you and profitable to your customers. Write us to-day for details—no obligation to purchase.

The Dougall Varnish Co., Ltd.
MONTREAL

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

		Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 20	12 20
26 Am. or 26 spec.	11 90	11 90
24	11 75	11 75
22	11 75	11 75
18 and 20	11 75	11 75
16 Am.	12 00	12 00

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $18.05; less than ton lots, $18.40.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

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The Best Share For Every Plow

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CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns

Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

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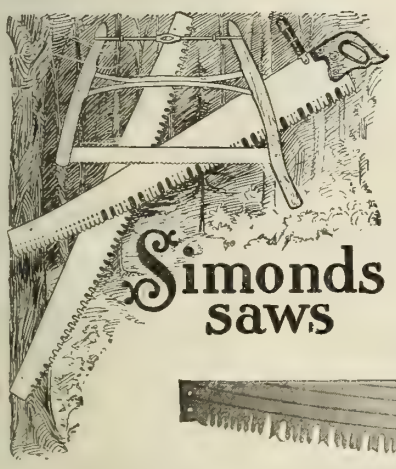
Ask Ackland's for the Latest Lists—Write



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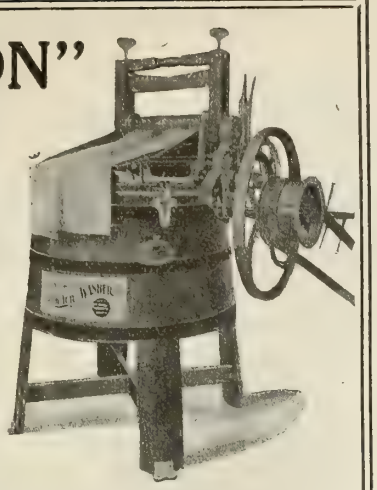
"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

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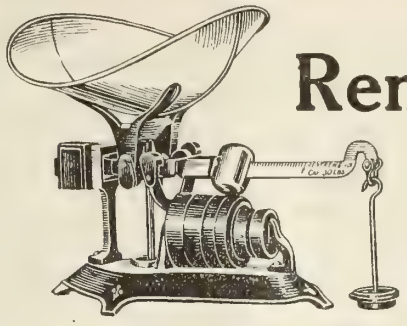
The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.

London, Ontario



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Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

ARE YOU PROFITING

by the big demand for

Keystone "Nugget" Brooms

The broom women demand by name?

Write for Prices, etc., to

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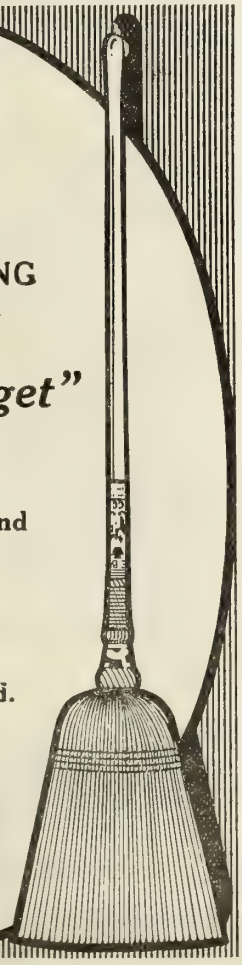

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

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Thos. Davidson Mfg. Co., Ltd., Montreal

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Toronto Lock Mfg. Co., Toronto

Casement Operator
Toronto Lock Mfg. Co., Toronto

Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.

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Canada Carbon Co., Ltd., Toronto

Canvas Belting
Plewes Ltd., Winnipeg

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Gype Hazard Store Service Co., Toronto

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L. S. Starrett Co., Athol, Mass.

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G. F. Stephens & Co., Winnipeg

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Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co, Ltd., Toronto

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto

Centre Reamers
Wells Bros. of Canada, Galt

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Centre Punches
Stanley Rule & Level Co., New Britain, Conn.

Cement
Waller Belyea, Winnipeg

Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

"YES, SIR, that's a real hack saw. Not strapping with notches cut in the edge. Not inferior steel that bends out of shape and stays out of shape. That's a

Starrett Hack-Saw

with snap and whip to it that means business from the time it gets its teeth in the metal until the cut is finished.

"Just a hack saw, you say. But this common name won't do for a tungsten steel blade like this. Why, every tooth in it is milled and set just as if this hack saw were to establish the Starrett reputation.

"And it fits its job, too. Maybe you don't think that's important, but try it yourself.

"You don't call in a grocer when you have a toothache. But there are some mechanics who try that stunt with hack saws—put a brittle, coarse-toothed blade on a piece of tubing and then wonder why it strips. Or use a fine-toothed saw on brass rod and wonder why the teeth clog and the blade snaps.

"You can't treat hack saws mean any more than you can people; and that's another reason why I like Starrett Hack Saws. You don't need to go wrong. The L. S. Starrett Company have got good saws and they know how to pick the one that does the work best. Guess that's why they say that Starrett Hack Saws **cut faster and last longer.** I know they do."

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North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
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Clothes Rocks
Walter Woods & Co., Hamilton
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American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
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Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
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Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
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Walter Woods & Co., Hamilton
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Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
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Louis McLain Co., Ltd., Winnipeg
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Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
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Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
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Imperial Oil Co., Toronto
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Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
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The Stanley Works, New Britain, Conn.
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American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
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T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
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Corrugated Irons
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Cleveland Stone Co., Cleveland, Ohio
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Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
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Winnipeg Ceiling & Roofing Co., Winnipeg
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Cuspidors
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Prairie City Oil Co., Winnipeg
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Dampers, Fire Place
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Wakyte Mfg. Co., Winnipeg
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Canadian Fairbanks-Morse Co., Ltd., Montreal
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Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

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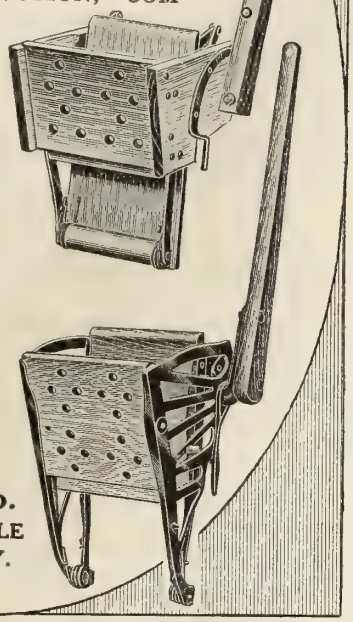

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There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

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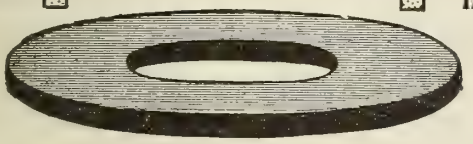

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We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
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Our boys at the front are doing **Nobly.**

Are we doing our best to

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Have **You** made up your mind to

BUY WAR BONDS

to the limit?

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Dupont Powder Co., Wilmington, Del.

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Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

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Great West Electrical Co., Ltd., Winnipeg

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Electric Toasters
Louis McLain Co., Ltd., Winnipeg

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Louis McLain Co., Ltd., Winnipeg

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Winnipeg Ceiling & Roofing Co., Winnipeg

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Canadian National Carbon Co., Toronto
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Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

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Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

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Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

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Great West Electric Co., Ltd., Winnipeg

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McDonald & Wilson Ltd., Toronto
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Prairie City Oil Co., Winnipeg

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Emery Glass and Papers
John Oakey & Sons, London, Eng.

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Carborundum Co., Niagara Falls, N.Y.

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Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

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Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

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Consolidated Plate Glass Co., Toronto

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Toronto Lock Co., Toronto.

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Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Fitters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

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Pedlar People, Ltd., Oshawa, Ont.

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Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Flue Liners
Toronto Pottery Co., Ltd., Toronto

Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford

Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

Escaped from Germany

AN escaped prisoner tells the story of his fearful experiences in Germany in MACLEAN'S MAGAZINE for November; and gives a vivid picture of conditions in Germany as he saw them. He got out by way of Holland after appalling perils and hardships. In Holland, he was photographed, but so altered was he that his wife quite failed to recognize him in this photograph. Read this story of this Canadian soldier's escape. It is gripping stuff—a rare tale.

Canadian Finances After the War

WILL business in Canada collapse when peace comes? It may. What do the big men say? What do they know? What do you think? Are your opinions well informed? The subject is of the greatest possible importance, and you will get light and leading by reading the contribution of Col. John Bayne Maclean, who has taken the trouble to get the opinion of the biggest and most highly placed men in Canada to help him prepare his article.

Back from the Arctic

WILLIAM THOMPSON, representing the American Geographical Society, was this year in the Arctic Regions. He went to the delta of the Mackenzie River, and took many excellent pictures of the country and its Eskimo inhabitants. He makes the November MACLEAN'S the vehicle of many of his pictures and for an account of his journey. Read what this Arctic scientist has to tell us about a remote part of our land.

Slackers and Conscription

WHAT is your attitude towards the draft? You have positive opinions, of course. How do they square with Miss Laut's as they are expressed in her ringing article on Slackers in the November MACLEAN'S?

The Nation's Business

THIS is a new feature—a fearless, well-informed survey of national affairs. What we all want is an outspoken—but not vindictive—and clear-visioned presentation of factors and facts affecting our national, political and economic welfare.

Sketches of Trench Life

By Gunner McRitchie

MCRITCHIE was a cartoonist on a Western Canada daily before he went overseas. He has done a number of sketches of trench life "On the Spot," and these he has sent home, for publication in MACLEAN'S MAGAZINE. They're interesting and good.

The Late Sir Mortimer Clark

BEFORE he died, a few weeks ago, the late Sir Mortimer Clark, eminent jurist and an ex-Lieutenant-Governor of Ontario, wrote for MACLEAN'S an article on "Safeguarding Your Heirs." It has to do with the functions, service and safety of Trust Companies as executors of estates. This article by a man so distinguished, so cautious, so able, and so wise a counsellor, can be of first-rate value to every man perplexed with the problem of how his estate can be safely and prudently administered after he, the testator, has passed from this life.

A Complete Novelette

By Peter B. Kyne

HIS story in the November MACLEAN'S is a thunderingly good story of lumbermen and lumbering. Red blood is in this tale of business. R. M. Brinkerhoff illustrates it.

Short Story

By Ethel Watts Mumford

THE writer of this short story—the first of a delightful series by this author to appear in MACLEAN'S—is very well known among short story writers. Delicate fancy, wholesomeness, freshness and finished workmanship characterize all her work.

Short Story

By W. A. Fraser

A MIGHTILY well-written story of India—the kind that we all delight in; tense, bewildering, and lots of action. Fraser never wrote a better short story than this. Ben Ward illustrates it.

Hendryx and Oppenheim

SERIALISTS

"THE Gun Brand," by Hendryx, comes to an end in the November issue. Oppenheim's greatest story, "The Pawns Count," is continued. Oppenheim's story is the biggest single feature ever secured by MACLEAN'S.

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for November At All News Dealers **15c.**

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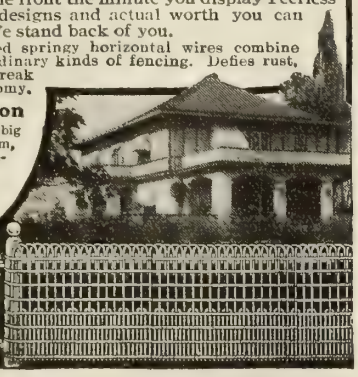

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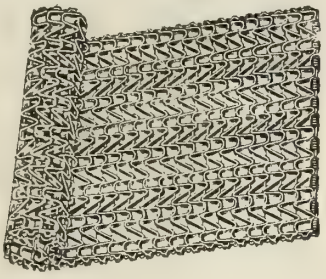

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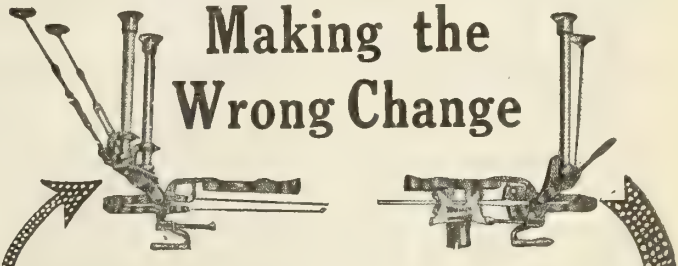

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Pedlar People, Ltd., Oshawa, Ont.
Metallic Lath
American Rolling Mill Co., Middletown, Ohio
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY** By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

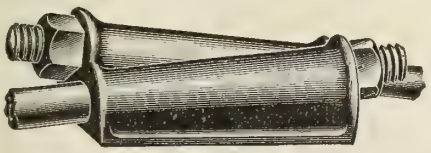
"Crown" Metal Shingles

McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.

Most profitable and reliable to sell. Lightning-proof, Fire-proof, Weather-proof. Easy to lay. Will not crack, curl or split, and will last a lifetime.
Big and permanent business in selling "Crown" products exclusively. Secure catalogue.

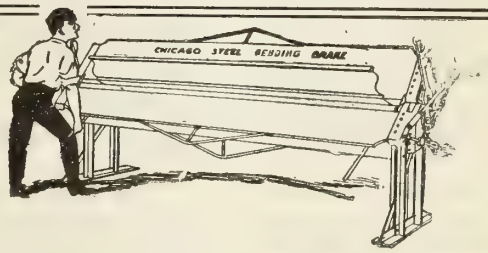
McFarlane-Douglas Co. Ltd, OTTAWA

MALLEABLE IRON LUGS
SILOS
TANKS
PIPE LINES
KILNS, etc.



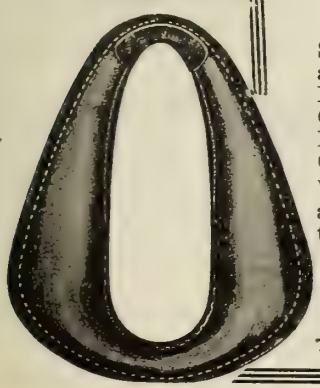
Variety of patterns for round and flat bands all sizes.
Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.
Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

The World's Best
Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B. destination in Canada:

Three Spiral Bands (in 10 colors)	Size.	100	500	1,000
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00

Challenge and Leader Adjustable and Double Clinch 65 2.75 5.00
Smith Sealed Bands (no duplicate numbers) 1.30 6.25 11.75
Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

Coloured Celluloid "Circlet" Rings — METAL EAR LABEL For Hogs, Sheep and Cattle — The Burrill Celluloid Band

The Rideau Specialty Company
Manufacturers of Cattle Ear Markers and Poultry Leg Bands
SMITHS FALLS - - - - ONTARIO

CLASSIFIED LISTS OF ADVERTISEMENTS

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg

Monel Metal
International Nickle Co., New York

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Northern Electric Co., Montreal

Motor Generators
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Ganonoque
Western Wire & Nail Co., London

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Ganonoque

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Oil Stains
A. Ramsay & Son Co., Montreal

Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil, Furniture
Prairie City Oil Co., Winnipeg

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Ltd., Halfax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal

Yes! it does pay to sell "DELTA" FILES

Dealers find that the co-operation we give them makes files sales easy and helps to bring new business to their stores.

DELTA FILES once sold to a customer establish a permanent good-will—the Extra Durability and Lasting Cutting Edge of these files prove of great advantage to the user, cutting down file expenses.

The dealer who sells his customers *Delta Files* establishes a good-will toward his store that brings the customer back for other articles. Thus do these files help to establish pleasing relationship between the dealer and his customers.

Let us send you full particulars of our agency proposition and our co-operative helps.

DELTA FILE WORKS

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CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

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Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

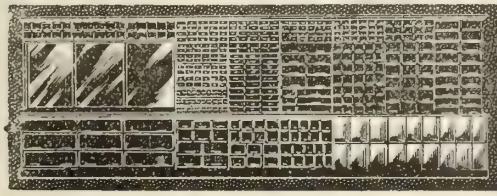
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin
Canada Metal Co., Ltd., Toronto

Phosphor Copper
Canada Metal Co., Ltd., Toronto

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

Pipe Covering
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe System
Powerlight Co., Winnipeg

Pipe Vises
National Machinery & Supply Co., Hamilton

Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Plaster of Paris
Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Bridgeport Hardware Co., Bridgeport, Conn.

Powder
Dominion Cartridge Co., Ltd., Montreal

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal

Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Portable Baskets
Toronto Lock Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

Powder, Smokeless
Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Pottery
Toronto Pottery Co., Ltd., Toronto

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
Dominion Cartridge Co., Ltd., Montreal

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

Pump Jacks
Beatty Bros., Fergus, Ont.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Plate Glass
G. F. Stephens & Co., Winnipeg

Pump Valves
Jenkins Bros., Ltd., Montreal

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges
Canada Stove & Foundry Co., Ltd., Montreal

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

OPPORTUNITIES IN ACCESSORIES

THE popularity of the automobile has brought much business to the stores of Canadian hardware merchants who have taken on the sale of automobile accessories, and in many cases car agencies, and with such an evidence of the continued development of the industry, hardware merchants to-day are confronted with a very fertile field for increased trade. Many of the largest and best equipped garages in the smaller towns and cities are conducted by hardware merchants.

The hardware merchant to-day is faced with one of the greatest opportunities for developing the scope of the trade which could well be imagined. A glance over the trade in Canada indicates without doubt that the most successful merchants are those who have promptly taken hold of opportunities when they have presented themselves.

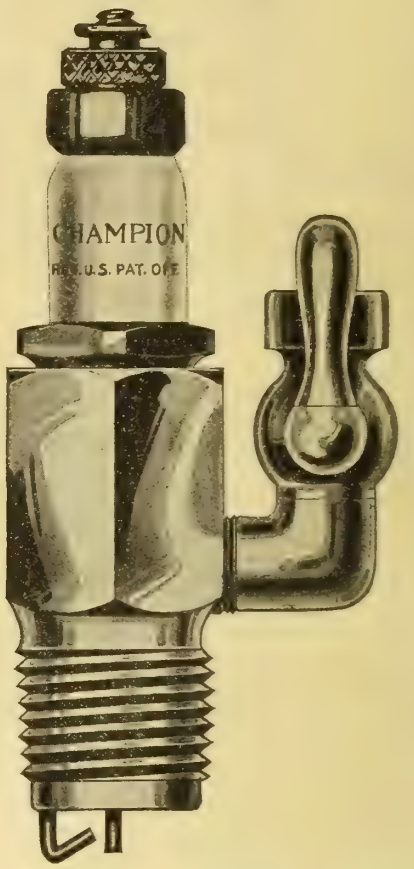
A great number of merchants throughout the provinces of the Dominion and located in centres of greatly varying characteristics have made huge successes of the auto accessory line. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit, that with the general favor of both the buying public and the manufacturer, there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants.

Cold Weather Sales Producers

Champion Priming Plugs will stimulate your auto accessory trade and produce extra profits easily and in larger volume during cold weather, than any other accessory you sell.

Every Ford and most every other car should now be equipped with

Champion Toledo PRIMING PLUGS



CHAMPION PRIMING PLUG
List Price $1.25

They place the gasoline into the cylinders, right where it is needed to catch the spark and start the motor humming.

Champion Priming Plugs save time—eliminate starting delays and excessive cranking when the motor is cold.

The first cold snap will mean a big rush for Champion priming plugs.

Order from your jobber, right now, a sufficient quantity to take care of the demand that winter is bound to create.

Insist on genuine Champions and reap the triple benefit of increased sales, extra profits and satisfied customers.

ANY JOBBER CAN SUPPLY YOU.

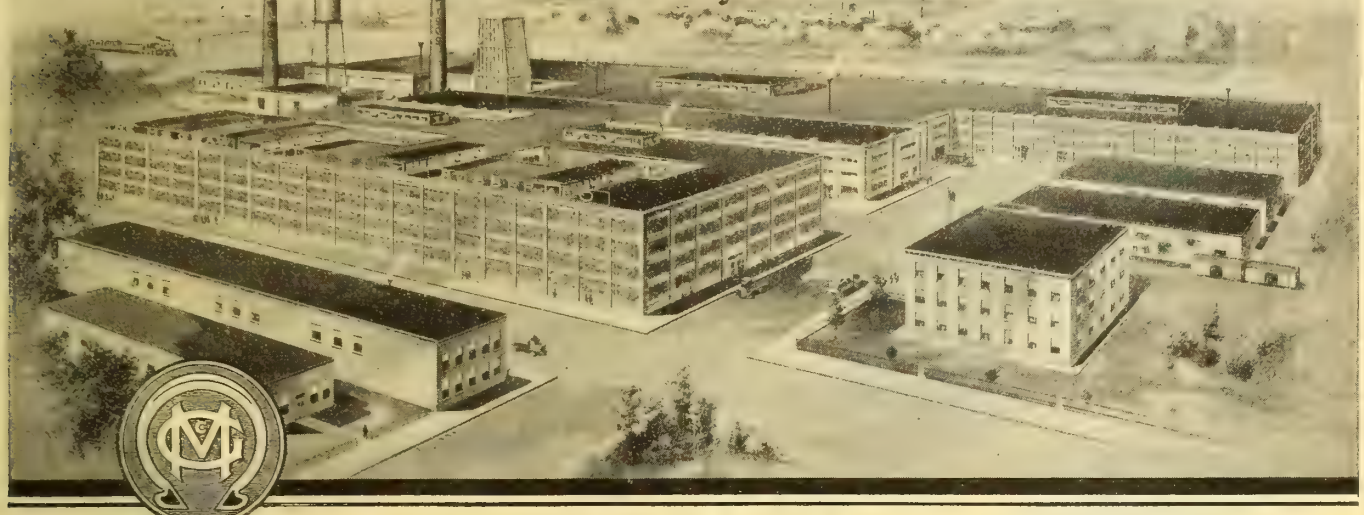
Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

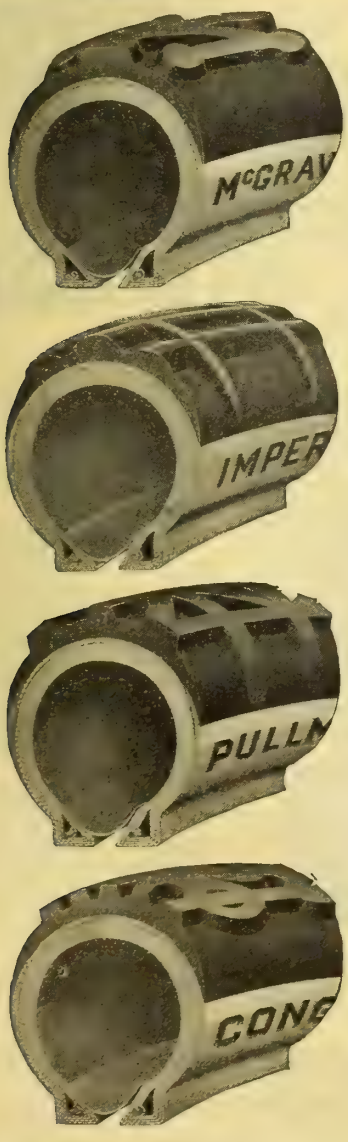
The Champion Guarantee—"Complete satisfaction to the user, Free Repair, Replacement or Money back."

AUTO ACCESSORY AND SPORTING GOODS SECTION

McGRAW PRODUCTS

Pneumatic Tires ' Motor Cycle Tires ' Inner Tubes





Facilities

THE McGraw Plant has the size and modern equipment for most economical production. Our warehouses are located to afford immediate service to distributors. Years of experience have developed a broadly efficient field service.

McGraw Products—McGraw, Imperial, Pullman and Congress Tires and Tubes are backed by the resources of a nation-wide organization—and sold by several hundred reputable distributors throughout the country.

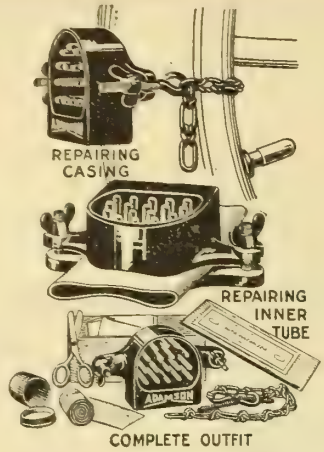
If you have not done so heretofore, you should investigate the McGraw proposition, which is offered to *wholesale distributors exclusively.*

The McGraw Tire & Rubber Co.

East Palestine, Ohio

Distributing Warehouses ' ' New York ' ' Atlanta ' ' St. Louis ' ' San Francisco

AUTO ACCESSORY AND SPORTING GOODS SECTION



For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

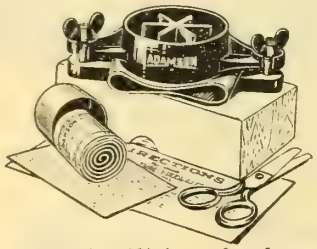
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.

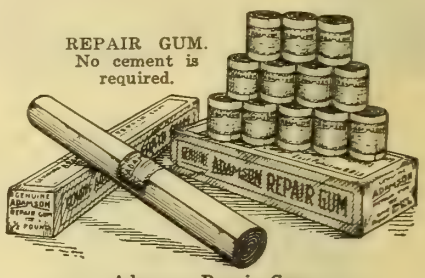


For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

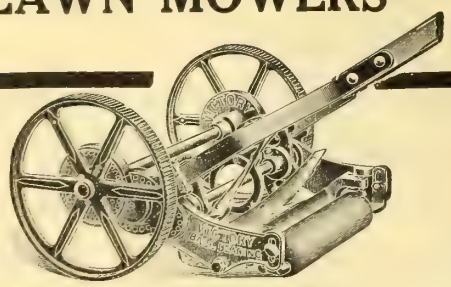
Hamilton, Canada



Adamson Repair Gum.

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

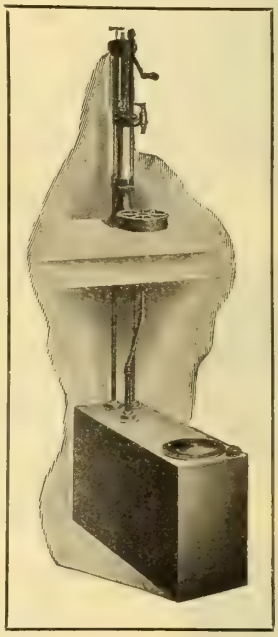
We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE NEW JERSEY

BOWSER

ESTABLISHED 1885



Cellar Outfit

Paint Oil Storage Systems

With the Bowser you are equipped to make a quick and permanent success of your paint oil department; replace the old, improper and dangerous, costly and uncertain methods of storage.

The Bowser is ready to take its place in your store, to reduce waste of expensive oils, abolish the fire hazard and gain the profit you are now losing.

Learn more about the Bowser. **Write to-day.**

S. F. Bowser & Co., Inc.

Sales Offices In All Centres TORONTO, ONT. *Representatives Everywhere*

AUTO ACCESSORY AND SPORTING GOODS SECTION

The Mark of Aluminium Satisfaction

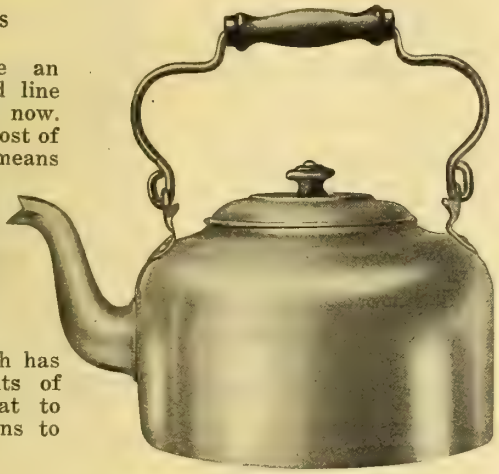
WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

With Aluminium fast taking the place of other kitchen wares because of its superiority, there is sure to be a big demand this fall and winter. Aluminium ware is the most economical kitchenware the housewife can use.

"Oakville" on your stock of Aluminium ware is a guarantee that every article will come up to your claims for it—it's our guarantee to you and your guarantee to the housewife.

The "Oakville" range of samples for 1917-1918 is comprehensive; styles are most approved and workmanship of the highest standard.

Teakettles



Teakettles are an especially good line to feature just now. The advanced cost of other metals means that for the price of an ordinary nickel-plated kettle you can sell your customer an "Oakville" Aluminium Teakettle which has so many points of superiority that to show one means to sell it.

Get Our Price List

Write to-day for our illustrated catalogue showing complete range of Teakettles, Tea and Coffee Pots, Sauce Pans, Pudding Pans, Preserving Kettles, Double Boilers, Bread Pans, Muffin Pans, Drip Pans, Roasting Pans, Pails, Measures, Baking Dishes, etc. Then send for a trial order and commence getting these extra profits right away.

Special Discounts to Foreign Buyers

Our advertising now appearing in important national mediums is sending the women to buy Aluminium Kitchen Utensils. In your community they will buy from you if you let them see that you have "Oakville" Aluminium Ware which

"Will Outwear Any Ware"

Ware Manufacturing Co.

Oakville - - - Canada

Caverhill, Learmont & Co., Selling Agents for Quebec and the Maritime Provinces.

The Growing Use of the No. 6 Means a Growing Demand for a Good One.

Daily the No. 6 battery is growing in usefulness, and the better acquainted the public become with its possibilities, the more critical they become in their choice.

The "Master" No. 6 is the battery par excellence—the battery that gives the maximum of electrical energy—the battery with the longest life.

Get this—

The "Master" has the smallest amount of energy loss while on your shelf because of the protection afforded by the Safety Cap (Patented and used exclusively on the "Master").

Don't overlook the possibilities of the "Master" flashlight. Christmas trade will be heavy.

Get your order in early.

Canadian Carbon Company

96 King St., West, TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS

Ridgeroll
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Rixon Door Check
Toronto Lock Co., Toronto.

Rosin
Ontario Oil & Turpentine Co., Toronto

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg

Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Rubber
J. H. McComb, Ltd., Montreal

Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Felt
J. H. McComb, Ltd., Montreal

Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Rope
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.

Roofs, Silo
Pedlar People, Ltd., Oshawa

Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.

Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto

Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Radiators
Pease Foundry Co., Ltd., Toronto

Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto

Rubber Footwear
Gutta Percha & Rubber, Ltd. Toronto

Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto

Rubber Mats
Canadian Consolidated Rubber Co., Montreal

Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio

Saddlery Brushes
T. S. Simms & Co., St. John, N.B.

Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal

Sanitary Closets
Wakyte Mfg. Co., Winnipeg

Sash Operator
Metallic Roofing Co., Toronto and Winnipeg

Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers

Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.

Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto

Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Saws, Circular
Simonds Canada Saw Co., Montreal

Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.

Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.

Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Scrapers
Stanley Rule & Level Co., New Britain, Conn.

Screw Machine Products
Eclipse Mfg Co., Indianapolis Ind.

Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.

Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.

Screws, Apple Press
Canada Foundries & Forgings, Brockville

School Seats
Canada Foundries & Forgings, Brockville

Screen Door Sets
The Stanley Works, New Britain, Conn.

Screens
B. Greening Wire Co., Ltd, Hamilton

Screen Doors
Kasement Skrene Dore Co.

Seals (Lead)
Canada Metal Co., Ltd., Toronto

Shipping Room Hardware
Berney & Small, New York

Sewer Pipe
Toronto Pottery Co., Ltd., Toronto

Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.

Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal

Shot
Steel Co. of Canada, Ltd., Hamilton

Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Show Cases
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Shovels, Snow
Beauchamp, J. E., Montreal

Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.

Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal

Shells, Shot
Dominion Cartridge Co., Ltd., Montreal

Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens, Winnipeg, Man.

Shingles, Asphalt
Bird & Son, East Walpole, Mass.

Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal

Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Sheet Lead
Canada Metal Co., Ltd., Toronto

Shears, Garden
Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg

Sheets and Plates
American Rolling Mill Co., Middletown, Ohio

Shingle Stain
G. F. Stephens & Co., Winnipeg

Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa

Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto

Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Silverware
Oneida Community Co., Niagara Falls

Sinks
Canada Stove & Foundry Co., Ltd., Montreal

Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto

Sinks (Steel)
Canada Metal Co., Ltd., Toronto

Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Skis
Northland Ski Mfg. Co., St. Paul, Minn.

Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto

Sleighs
J. E. Beauchamp & Co., Montreal

Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal

Smokeless Boilers
Pease Foundry Co., Ltd., Toronto

Smooth Planes
National Machinery & Supply Co., Hamilton

Snaffle Bits
G. W. Mallory, Blenheim

Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal

Silver Solder
Canada Metal Co., Ltd., Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
Northern Electric Co., Montreal

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.

Spark Coils
Canadian Carbon Co., Ltd., Hamilton

Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.

Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.

Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.

Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

Stable Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville
Toronto Lock Co., Toronto.

Store Ladders
Allith Mfg. Co., Ltd., Hamilton

Steam Cookers
Louis McLain Co., Ltd., Winnipeg

Storage Batteries
Canadian National Carbon Co., Toronto

Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils
Hamilton Stamp & Stencil Co., Hamilton

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Square
Stanley Rule & Level Co., New Britain, Conn.

Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stains, Oil, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd, Montreal
Spielman Agencies Ltd., Montreal

Stains, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd, Montreal

Stitched Cotton Duck Belting
Dominion Belting Co., Ltd., Hamilton

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Battery
Canadian Carbon Co., Ltd., Hamilton

Swivel Base Vises
National Machinery & Supply Co., Hamilton

Tables
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps and Dies
Wells Bros. Co. of Canada, Galt

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tanks
Beatty Bros., Ltd., Fergus
National Equipment Co., Toronto
Pease Foundry Co., Toronto
Wheeler & Bain, Toronto

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Wrought Iron Range Co, Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Thimbles, Builders'
Collins Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Tiles, Roofing Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tiling, Walls and Floors
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinstock
Pease Foundry Co., Ltd., Montreal

Tin Plates
A. C. Leslie & Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg

Tinsmiths' Snips
Bridgeport Hardware Co., Bridgeport, Conn.
J. Wiss & Son, New York

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tire Chains
Canadian Fairbanks-Morse Co., Ltd., Montreal
Hyslop Bros., Toronto

Tire Holders
Hyslop Bros., Toronto

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto

Toasters, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Toboggans
J. E. Beauchamp, Montreal

Tools
Buck Bros., Milbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Northern Electric Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio

Tools, Harvest
F. E. Myers & Bro., Ashland, O.

Toys
J. E. Beauchamp & Co., Montreal

Toy Drums
Soun Bros., Toronto

Tool Kits
Canadian Fairbanks-Morse Co., Ltd., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg

Tools, Carpenters'
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Tower Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps and Bends (Lead)
Canada Metal Co., Ltd., Toronto

Trucks
John Watson Mfg. Co., Winnipeg

Truck, Barn door
Allith Mfg. Co., Ltd., Hamilton
Beaaty Bros., Fergus, Ont.
Beatty Bros., Fergus, Ont.
National Machinery & Supply Co., Hamilton

Track Systems
Beatty Bros., Fergus, Ont.

Transom Operator, Concealed
Toronto Lock Mfg. Co., Toronto

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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Washed Cotton Wipers

Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

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We also manufacture

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We are Leading Jobbers of

Cotton, Jute or Flax Twines; Cordage, Cotton Duck, Marine Hardware, Oakum, Pitch, Caulking Cotton, Candlewick, Fishermen's Supplies.

SCYTHES & COMPANY, Limited

Toronto - - Montreal

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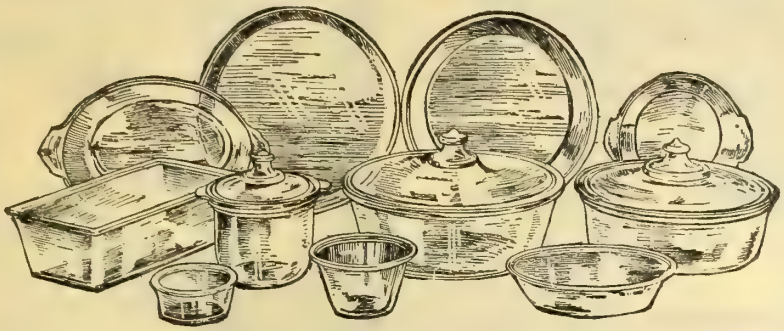

Make PRYEX a LEADER

Pyrex ware interests the household buyers of your community—the women who want this original transparent oven-ware.

Sell a woman a Pyrex pie plate or baking dish and you've made a repeat customer—for when a woman starts to Pyrex her kitchen she is never content until she has full equipment.

PYREX TRADE MARK REG. **Transparent OVEN-WARE**
Has the name on every piece

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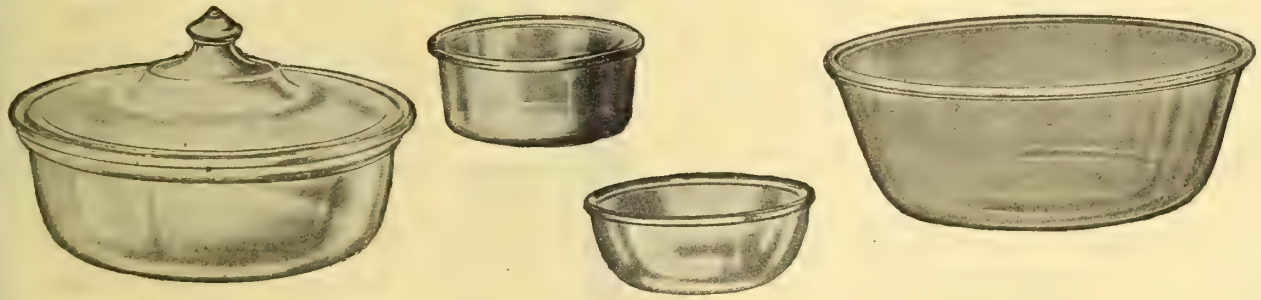

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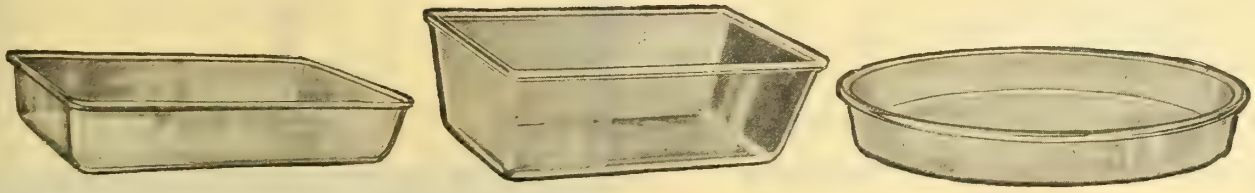

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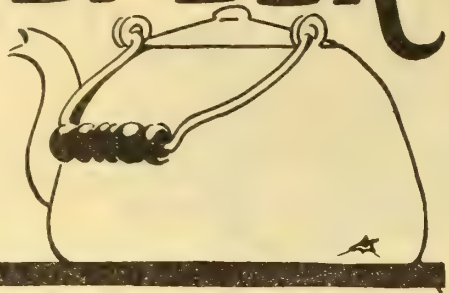
VOLPEEK

WILL STOP THE LEAK



VOLPEEK is the most practical and economical method on the market to-day for mending holes in all kinds of pots and pans, graniteware, aluminum, tinware, etc., etc.

It is like a stiff putty. Easily applied with the fingers. Requires no tools. Repairs the article quickly, neatly, permanently, and is sanitary, as food cannot lodge under mend. Costs only ½c for each mend.

There is a good market in your town for VOLPEEK. One of our attractive 3-color stands on your counter will yield you an extra profit each month that you have not been getting in the past. Take advantage of this to-day.

Price of Display Stand containing 44 packages $3.60—Retails for $6.60.

Send your order to-day to your wholesaler or direct to us.

EXPORT ORDER. We will send prepaid by parcel post, to any part of the world, 1 stand of "Volpeek" with advertising matter, for 16 shillings.

EXCLUSIVE AGENCIES granted where we are not represented.

VOLPEEK MANUFACTURING COMPANY
P.O. BOX 2024 - Montreal, Canada

For the Indoor Painting Season

Keep your paint sales up. People are now living indoors, which means an increased demand for inside paints. Show your customers how they can make over their floors at less cost than buying carpets and also make the housework lighter by using Crown Diamond Floor Paint. This is but one of the quick selling Crown Diamond Paint Products. There are many others which will mean a rapid turnover of your paint stock as well as a generous profit to you. It will pay you to write now for full information of the complete line.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

If interested, tear out this page and keep with letters to be answered.

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman—What should be the character of this mind? —What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post of Canada

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for merchants, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail the attached coupon.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto

.....1917

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Address.....

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Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

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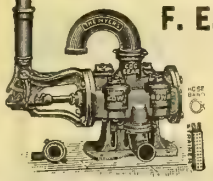
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



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Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

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The original and only Genuine Preparation for cleaning Cutlery

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KNIFE POLISH

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UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

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St. Mary's, Ontario, Canada

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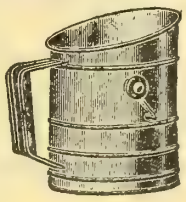
BRIGHTEN UP Your Local Advertising with Illustrations

20 Cents Each Post Paid



All Orders Filled Promptly

Our electro service will help you to do this at moderate cost.

Write for free Catalog

HARDWARE AND METAL

143-153 University Ave. Toronto, Can.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

TRADE SAWYER MARK Registered

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"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

BLUE LABEL LAMPS STAY SOLD

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

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SWAN MFG. CO.
Winnipeg, Canada

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You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BATH ROOM FITTINGS

K NIAGARA

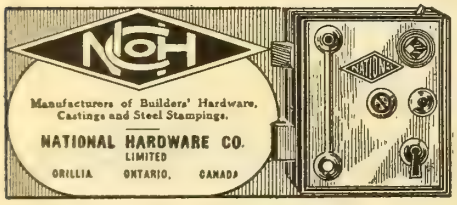
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg



The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
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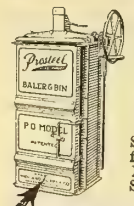

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

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Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

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Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

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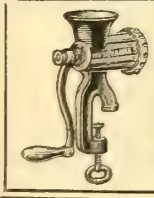

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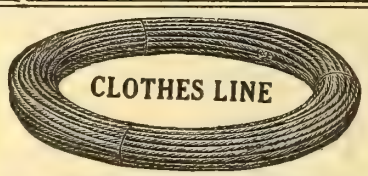
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Anticipate your Christmas Show Card Needs

Write W. H. STEVENSON
Stevenson Bldg., Toronto



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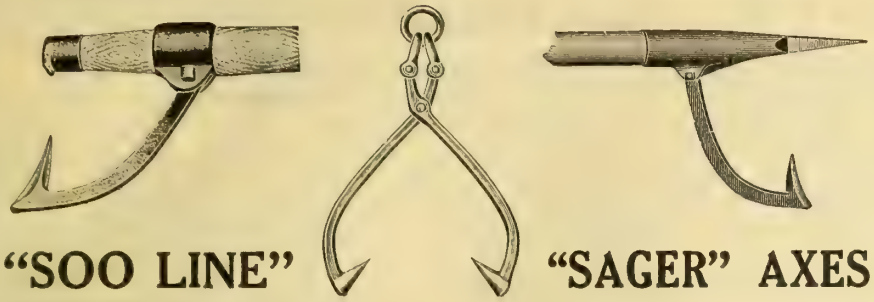
Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

DO YOU WANT A CLERK? SEE PAGE 133



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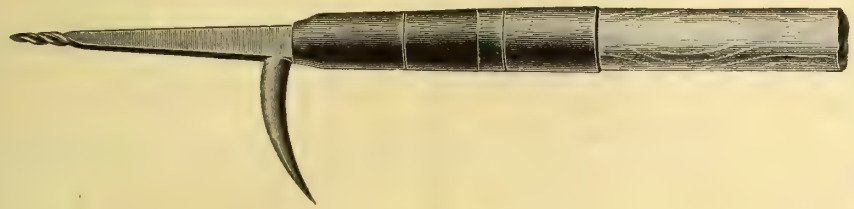
"SOO LINE"

LOGGING TOOLS HAVE ESTABLISHED AN ENVIABLE NAME FOR THEMSELVES AMONG LUMBERMEN WHO INSIST ON QUALITY FIRST. DON'T HAVE TO TELL THEM "THIS IS JUST AS GOOD."

"SAGER" AXES

ARE AT THEIR BEST WHEN SUBJECTED TO EXTREME CONDITIONS. THEIR POPULARITY IS DUE TO THEIR DEPENDABLE QUALITY AND EXCELLENT WORKMANSHIP.



Canadian Warren Axe and Tool Co.
Limited
ST. CATHARINES, ONTARIO

Advertising a Labor-Saver

The merchant's greatest labor-saver is not necessarily an adding machine. It is more likely to be advertising.

A great factor in the cost of goods is the time it takes to move them. *Advertising and trade-marks,* working together, are the most efficient movers of goods—consequently the greatest reducers of selling cost.

The producer who places his trade-mark on his goods and advertises it nationally, is so sure of their quality that he is willing to stand the full force of possible complaints.

The whole tendency of trade-marks and advertising is to raise qualities and standardize them, while reducing prices and stabilizing them.

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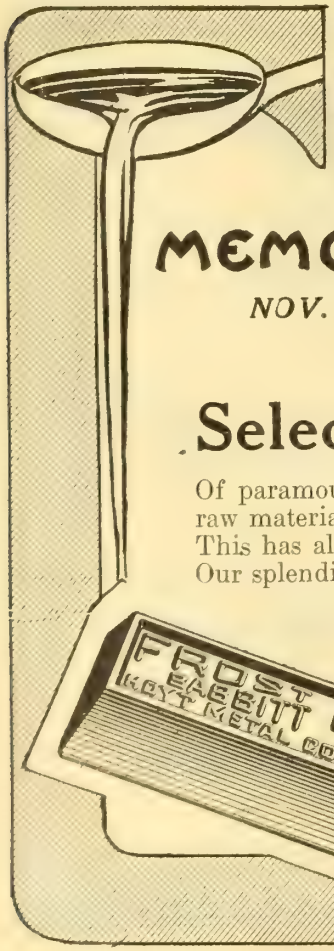


HOYT METALS

MEMO
NOV. 3rd.

for your Babbitt Metal file

Selecting Raw Materials

Of paramount importance in the manufacture of metal alloys is the selection of the raw materials used.

This has always been a Hoyt strong point.

Our splendid buying connections gives us the world to select from and enables us to not only select the best, but to get the best possible price.

What this means to you as a user or seller of Hoyt metals cannot be over-estimated. It means, to say the least—right goods at right prices—alloys that stand the test.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED — CLERK FOR SASKATCHEWAN country hardware store, with knowledge of tinsmithing. Apply Box 498, Hardware and Metal, Toronto, stating age, salary, experience.

SALESMAN WANTED—ONE FAMILIAR WITH the hardware business having good Ontario connections. State experience, qualifications and salary expected. Apply Box 456, Hardware and Metal, Montreal.

WANTED—A PAINT SALESMAN WITH CONnection in Ontario; good opportunity for right man. Apply, giving full particulars to "Salesman," care of Hardware and Metal, Montreal.

JUNIOR HARDWARE CLERK WANTED — one not subject to military service. Long experience not necessary. Salary $15.00 per week to start. Apply, stating age and experience, and state whether experienced in both shelf and heavy hardware. F. Y. W. Braithwaite, Blind River, Ont.

FOR SALE

HARDWARE, BOOT AND SHOE BUSINESS for sale—clean stock, good surrounding country; doing good business; good reasons for owner retiring from business. Robert Neilly, Bradford, Ont.

FOR SALE—SECOND-HAND SAFE, IN GOOD condition; a serviceable size, fitted with Yale combination lock. Further particulars apply Bindloss Hardware Store, Bindloss, Alta.

FOR SALE — 200 WHEELBARROWS, LESS wheels. If interested, would advise looking over this stock. Prices on application. McLeod & Joynt, Lucknow, Ont.

FOR SALE—HARDWARE BUSINESS IN BEST town in Saskatchewan. Doing sixty thousand business with twenty thousand stock. About ten thousand will handle it; easy terms on balance. This is without a doubt the best buy in Canada to-day. Apply Box 500, Hardware and Metal.

POSITION WANTED

TRAVELLER — ENERGETIC, SUCCESSFUL, excellent connection Western Ontario hardware, plumbing and machine trade, seeks kindred lines; highest references. Box 10, Hardware and Metal.

POSITION WANTED BY HARDWARE SALESman, as manager or salesman, having twelve years' experience in retail hardware business. Address Box 501, Hardware and Metal, Toronto.

AGENCIES WANTED

WANTED — MANUFACTURER'S AGENT IN Ontario and Quebec to represent one of the largest manufacturers of cream separators in the world. Very attractive proposition can be made a good man who is acquainted with the trade and the territory, and who can sell a high-grade cream separator at an attractive price to dealers only. Give full particulars in first letter. Box 499, Hardware and Metal.

FRENCH ELECTRICAL ENGINEER HAVING large established clientele, desires direct agency for France of firms having large outputs of general equipment, dynamos and motors, circuit-breakers, conductors, motors, etc., as well as home labor-saving devices, irons, dryers, massage outfits, percolators, etc. Headquarters in the heart of Paris, near the Opera. Write E. A. B., Room 444, 14 Philipps Square, Montreal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

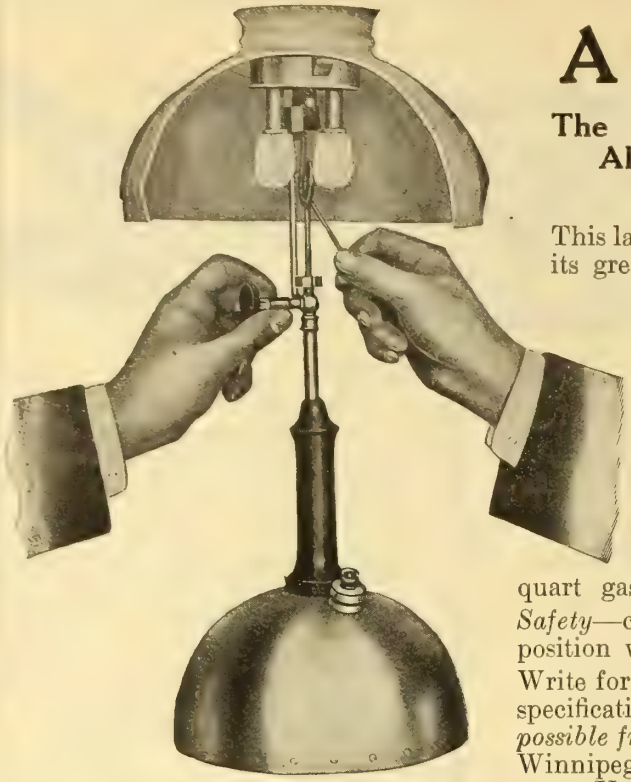
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

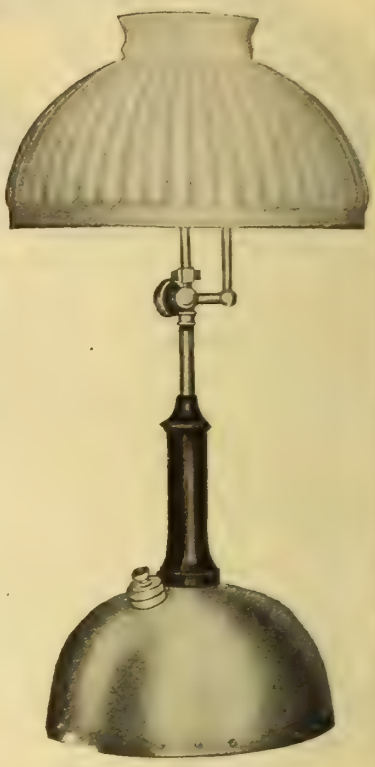
This lamp will sell quickly because of its great convenience and economy. Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

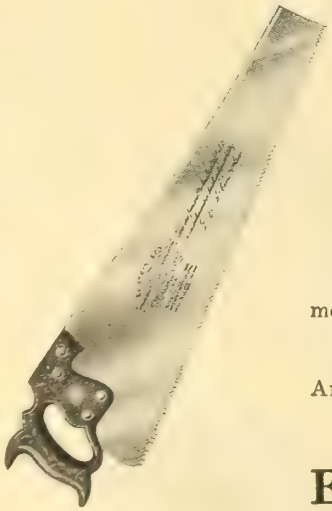
POWERLIGHT CO., 52 Gertie Street, Winnipeg

Material, Workmanship and Complete Satisfaction guaranteed.

A line backed by over sixty years' experience.

ATKINS

STERLING STEEL
Hand Saws and Trowels



A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. VANCOUVER BRANCH: 109 Powell St.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

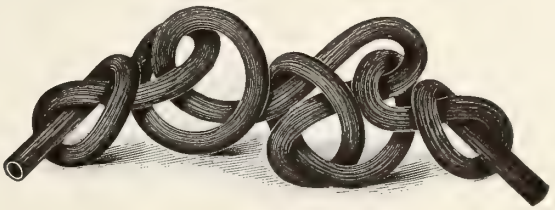
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

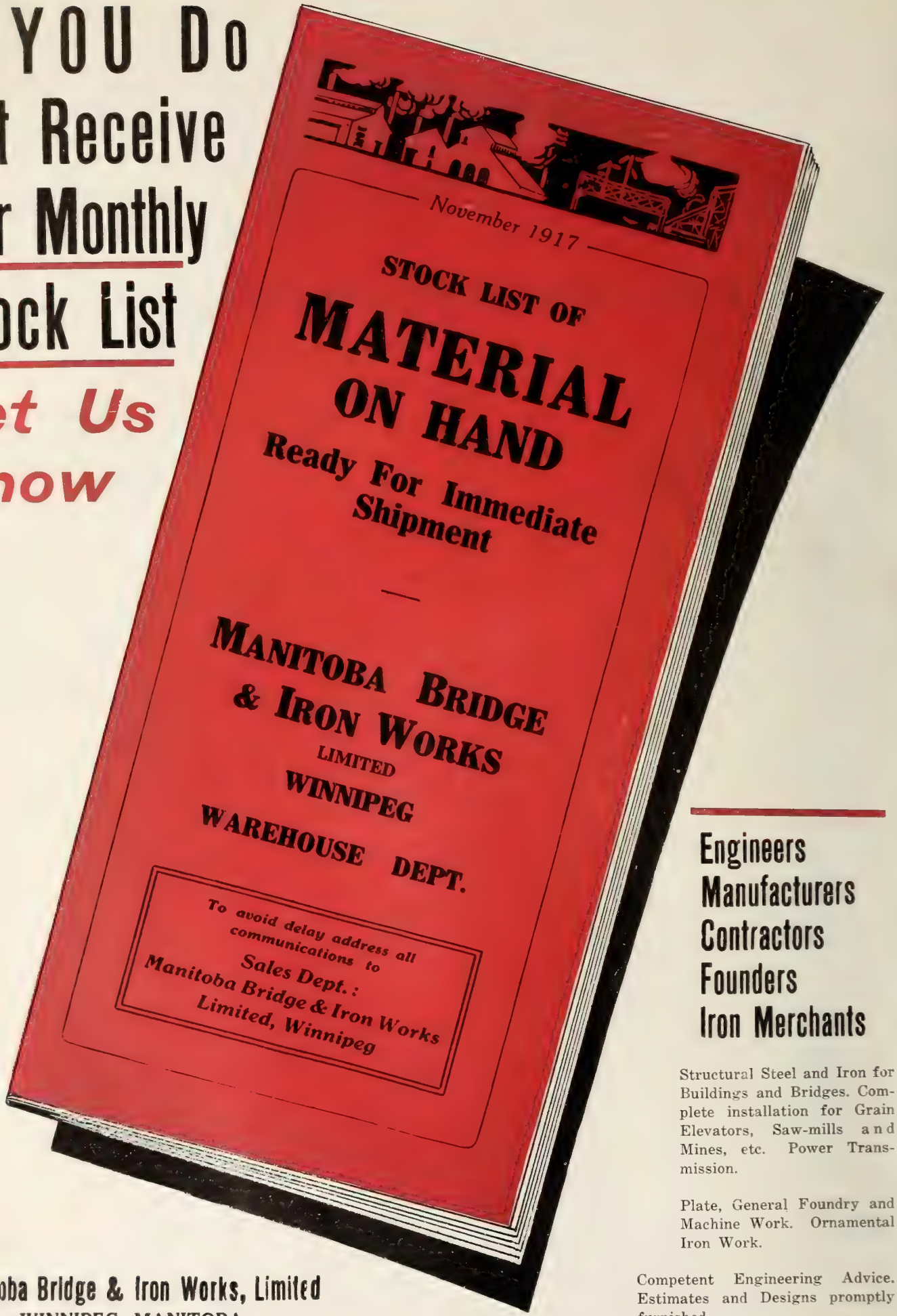
Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

If YOU Do Not Receive Our Monthly Stock List

Let Us Know



Engineers
Manufacturers
Contractors
Founders
Iron Merchants

Structural Steel and Iron for Buildings and Bridges. Complete installation for Grain Elevators, Saw-mills and Mines, etc. Power Transmission.

Plate, General Foundry and Machine Work. Ornamental Iron Work.

Competent Engineering Advice. Estimates and Designs promptly furnished.

Manitoba Bridge & Iron Works, Limited
WINNIPEG, MANITOBA

SUPPORT THE VICTORY WAR LOAN

HARDWARE AND METAL

Vol. XXIX PUBLISHED EVERY SATURDAY SINCE 1888 November 10
No. 45 1917
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

DECIDE RIGHT NOW

To Secure the Sole Agency in Your Locality for the Full Line of

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA SOLD ON MERIT

A large number of merchants throughout Canada have already made the decision and enrolled themselves as new Martin-Senour Dealer Agents.

Our proposition interested them and it will also interest you if you will take the time to look it over.

If you are interested in a proposition that will positively increase your paint business, drop us a line and let us have the opportunity of going fully into the Martin-Senour proposition with you.

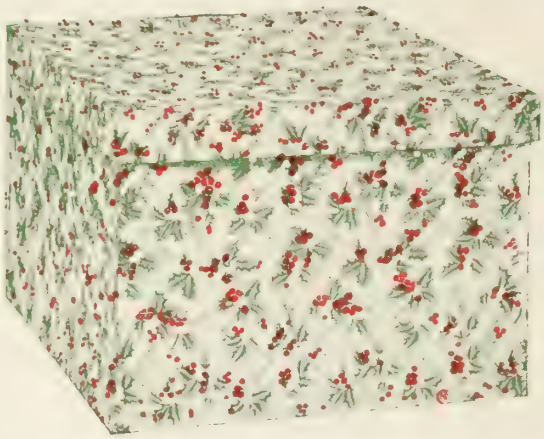
This will not place you under any obligation whatever.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

Another Big Business Bringer!

McClary's "Model" Teakettles

In Handsome Gift Boxes



Will Increase Christmas Sales

This year, more than ever before, the tendency of Christmas shoppers will be towards gifts of permanent worth—of practical everyday usefulness.

For this reason scores of your customers will buy McClary's "Model" Teakettles, if they're properly displayed — get one of our attractive window display cards.

Christmas Trade wants something showy. Therefore without any additional expense to you we have packed our "Model" Teakettles in handsome boxes, beautifully decorated in holly design.

Get a supply of these "Model" Teakettles at once. They make a sensible gift that every housewife will be glad to get and use.

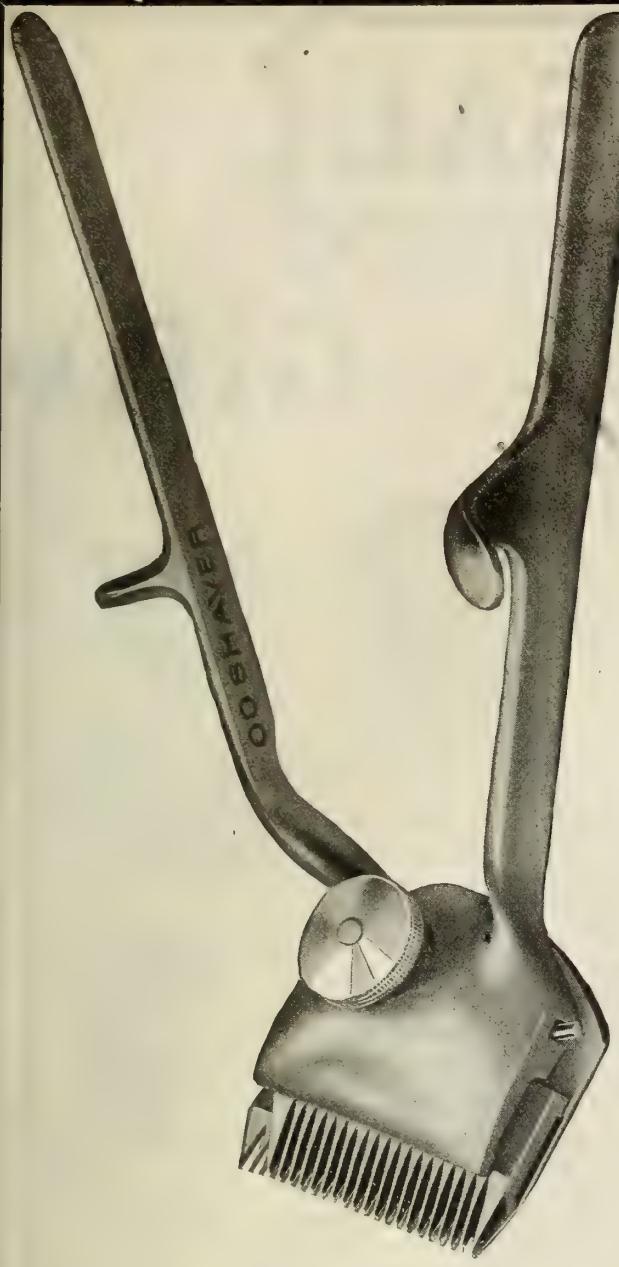
Two sizes—No. 750, 8½ inches or No. 900, 10¼ inches in diameter. Made of heavy nickel-plated copper with flat bottoms to fit any stove. Rigid handle to prevent unexpected tipping. Cover is placed on the side so hand will not come in contact with escaping steam, and is strongly hinged—always in place. This is the original type of side-filling kettle and it has the ample capacity, strength and lightness to insure good work.

NOTE: Our new prices make big business possible. If you haven't received our price list write us at once — don't wait until the rush begins.

LONDON
TORONTO
MONTREAL
HAMILTON
CALGARY

McClary's

EDMONTON
SASKATOON
WINNIPEG
ST. JOHN, N.B.
VANCOUVER



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

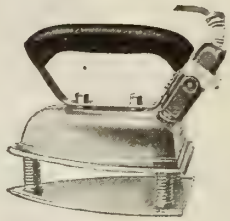
Holiday Gifts

Broils, fries, toasts, stews. Will cook an entire meal for two or three persons right at the dining table. Has four different degrees of heat.

Electric 4 Heat Grill No. E984.

Electric Toaster No. E946

Electric Coffee Percolator No. E9637



Electric Iron De Luxe No. E9081 With Push Button Switch

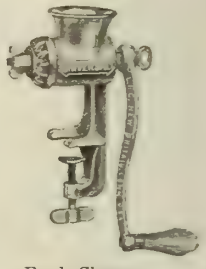
Electric Conee Urn Set No. E9166044.

Vacuum Carafe, No. 2822

The Christmas rush for UNIVERSAL Home Needs is on. The tremendously increased demand for these goods is going to make it difficult for us to take care of everybody.

UNIVERSAL Service—includes a large stock of goods at the factory from which immediate shipments can be made and stocks should be gone over now and filled in to insure a supply to take care of the demand that is sure to come in December.

If you have not seen our increased advertising campaign on UNIVERSAL Christmas gifts we shall be glad to send descriptive folder. *Don't delay, order to-day.*



Food Chopper

Vacuum Bottle with extra cups in cover. No. 581, Pint, one cup, No. 582, Quart, three cups.

Vacuum Food Jar
No. 811, Pint
No. 812, Quart

Bread Maker
Made in four sizes.

Percolator
No. 476, 6 cups

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES: **A. MACFARLANE & CO., MONTREAL**

Continued good times in Canada are essential to victory; these good times are dependent entirely upon Canadians.

The success of your business will be gauged by the degree of success of the

Victory Loan

Canada's prosperity depends upon keeping our factories and farmers busy with more orders. To enable the Allies to continue buying in Canada, we must loan them the money the same as the United States is doing. If we don't do this, their purchases will stop.

When you Buy a Bond:—

You make an investment as safe as any in the world—a Canadian Government Bond that pays you first-class interest.

CANADA'S PATRIOTIC WIN-THE-WAR BATTERY
It is your duty to supply it with the necessary ammunition

You also give your personal pledge that Canada is in this war to the end.

You are, therefore, a patriotic citizen and a good business man when you

BUY CANADA'S VICTORY BONDS

LEWIS BROS., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

Davidson's Coal Hods, Etc.

Are you sufficiently stocked with these goods?

The dealer who anticipates his wants and has seasonable goods always on hand, is the man who gets the business. We can ship any goods required promptly. *Order now.*

The Thos. Davidson Mfg. Co., Ltd.

MONTREAL TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

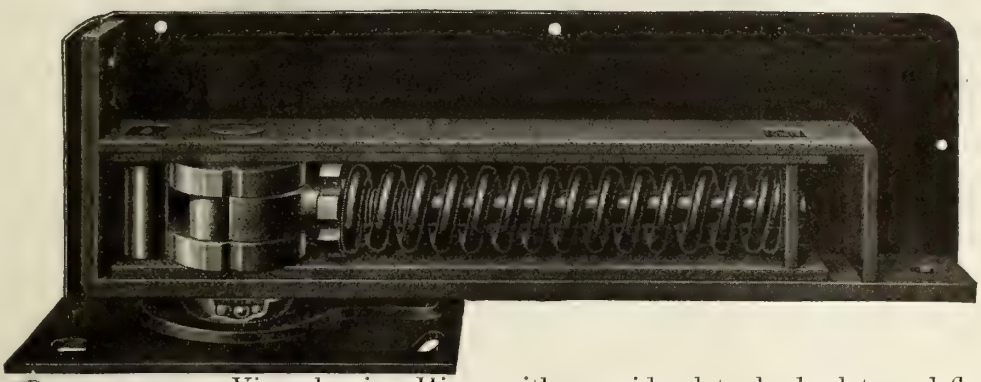
Something New!

Write for Prices, Details and Selling Particulars

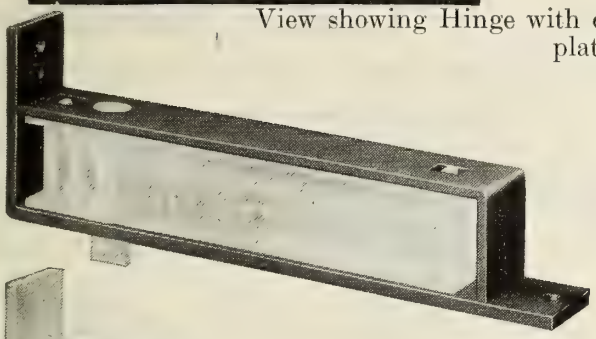
National Manufacturing Company

STERLING, ILLINOIS

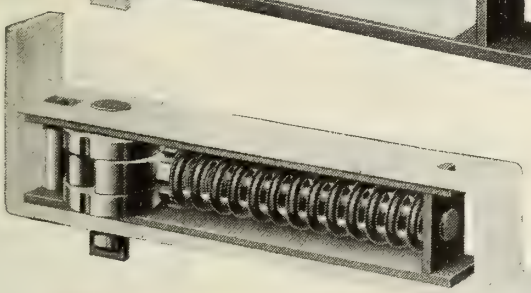
No. 240 Ball-Bearing Floor Hinge



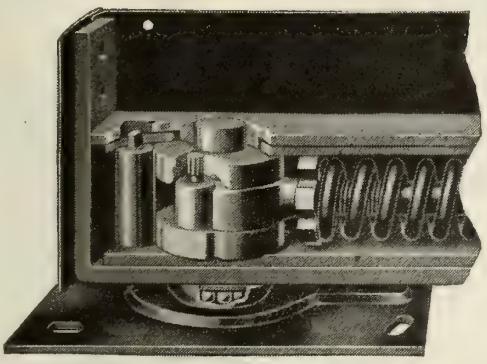
View showing Hinge with one side plate, back plate and floor plate attached.



Dark part carries the weight of the door independent of the spring closing feature.



Dark part shows the spring closing feature independent of the part which bears the weight of the door.



View with parts broken away to show roller bearings and the pin which stands the wear and tear.

If interested, tear out this page and keep with letters to be answered.

The "Hatch Garage Door Outfit"

Makes the most used part of the garage a constant source of pleasure instead of annoyance.

The smooth sliding rollers hold the doors in place, takes the bind off the hinges, and the doors open and close with exceptional ease.

The single hinged door allows access to the garage without disturbing the other two.

No trouble with Snow or ice, they in no way interfere with its working.

Don't wait. Be the first in your territory to show this outfit. There's a substantial profit in every sale.

Swing in to-day, write our Hanger Department for sales helps and Hanger Service.

Canada Steel Goods Company, Limited, Hamilton, Ont.

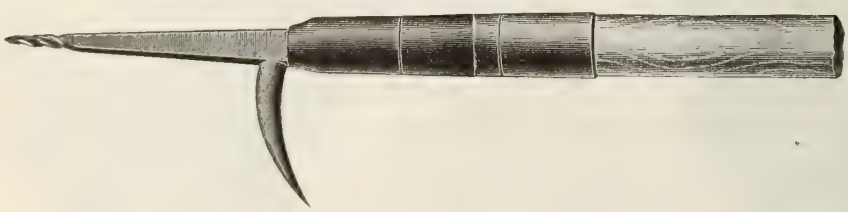
MAKE YOUR STOCK OF LUMBERMEN'S SUPPLIES COMPLETE BY CARRYING THESE TWO WELL-KNOWN AND POPULAR LINES.

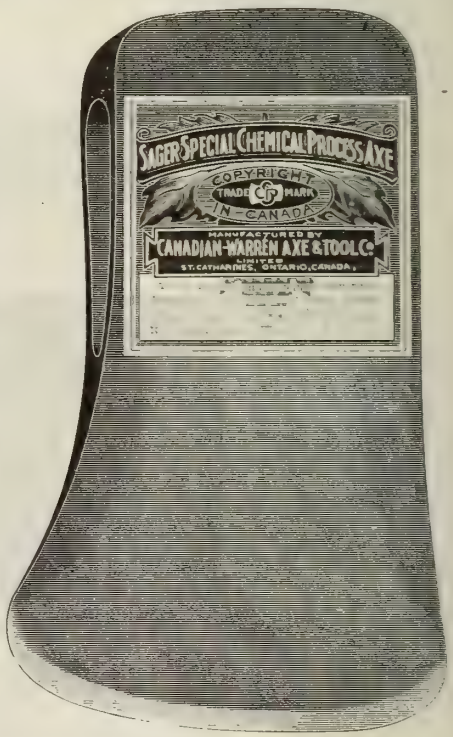
"SOO LINE"

LOGGING TOOLS HAVE ESTABLISHED AN ENVIABLE NAME FOR THEMSELVES AMONG LUMBERMEN WHO INSIST ON QUALITY FIRST. DON'T HAVE TO TELL THEM "THIS IS JUST AS GOOD."

"SAGER" AXES

ARE AT THEIR BEST WHEN SUBJECTED TO EXTREME CONDITIONS. THEIR POPULARITY IS DUE TO THEIR DEPENDABLE QUALITY AND EXCELLENT WORKMANSHIP.





Canadian Warren Axe and Tool Co.

Limited

ST. CATHARINES, ONTARIO

If interested, tear out this page and keep with letters to be answered.

What Our "Samson" Label Means

Our "Samson" label is our promise to you, personally, that all goods on which it is placed are fully guaranteed in the fairest and broadest measure.

Be sure and order by the name:—

SAMSON

H. S. HOWLAND, SONS & CO. Limited

WHOLESALE HARDWARE
TORONTO

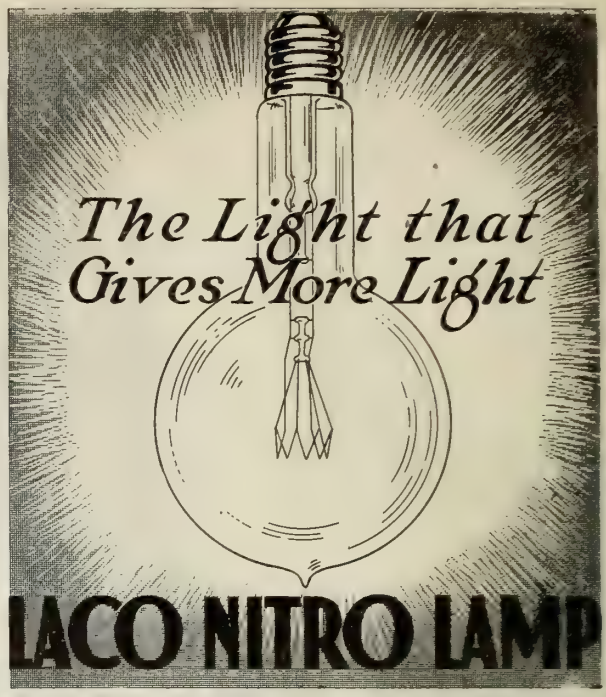
If interested, tear out this page and keep with letters to be answered.

If Time Means Money to You—

sell standard grade tools. Then you won't need to spend time explaining their qualities to buyers.

Mechanics will accept the "Famous Five" files without question, because they know from experience that the steel in them is right---and that they will stay sharp for the longest possible time.

So, specify them when ordering. They are:



Now is the Opportune Time

to increase your sales and profits by offering to the manufacturers and merchants in your vicinity—

LACO NITRO LAMP *"The light that gives more light"*

Every manufacturer and merchant in Canada during the fall and winter months is faced with the problem of proper lighting. Most manufacturers in Canada know that the Laco Nitro Lamp offers the best solution of this problem.

Because—

1. **It gives a clear, bright white light most closely approximating daylight.**
2. **It gives greater comfort, less eye strain.**
3. **It insures increased production.**
4. **Makes more accurate workmanship possible.**
5. **Reduces accidents and spoilage.**

The Laco Nitro Lamp has a tungsten filament in a nitrogen gas-filled bulb. It is the greatest development of the Electric light bulb, and because of its superior construction and the materials used it gives more light per watt than any other type of lamp, hence it's economical.

Write your jobber or to us for prices, trade discounts, etc.

Canadian Laco-Philips Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

CANADIAN WM. A
ROGERS LIMITED
1881 ® ROGERS ® A1
QUALITY

The Revere

A pattern that compels admiration; made in a quality that you can recommend; and sells at prices on which you can make a splendid profit.

Write for Price List.

CANADIAN WM. A. ROGERS LIMITED
DOWN TOWN SHOWROOMS-KENT BUILDING YONGE ST.
OFFICES and FACTORY 570 KING ST. WEST. TORONTO CANADA

A Westclox Alarm

Good-Will

DEALER good-will is one of the greatest assets the manufacturer may possess. To conserve it, he must maintain an attitude of consistent fairness in all dealings—he must be loyal, above all, to his regular customers.

The Western Clock Company fully appreciates this principle as a firmly established law of good business.

Since the war began we have manufactured annually a great many more clocks than ever before. Yet our supply has never fallen so far short of adequately meeting the demand.

The only just basis upon which to meet such a condition is to cope with it just as the retail dealer would if placed in a similar position with *his* customers.

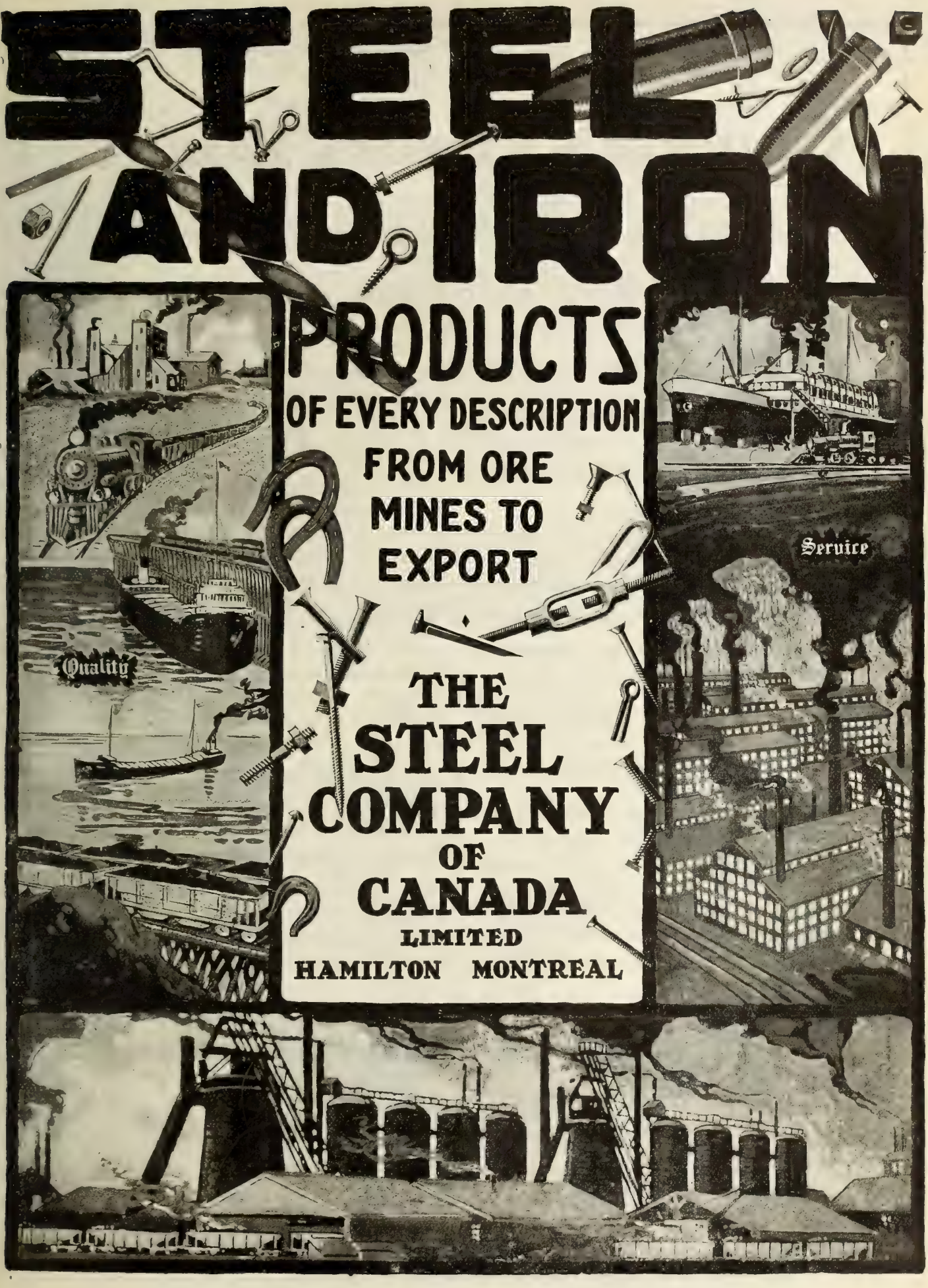
We must be loyal, first, to our regular customers. Their requirements must be met in proportion to their patronage of previous years. Thereafter, we take care of additional requirement to the best of our ability.

This, we believe, is the fairest avenue to dealer good-will—and a policy which the trade will appreciate.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox Alarms: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

Toronto Office, 58-64 Wellington St., W.



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Canada's Victory Bonds

A Safe and Profitable Investment that will Keep Your Business Booming

WHAT would happen to the earnings of the farmers, mechanics, laborers, clerks and other workers in your community if Great Britain stopped buying food, munitions and other supplies in Canada.

There's only one answer—those earnings would, in nearly every case, be greatly reduced, and, in many cases, would stop altogether.

This would certainly hurt your business—might even be disastrous to it.

Therefore, it is clearly in your interest to see that no effort is spared to keep Great Britain buying in Canada.

And in order that Great Britain may continue purchasing in Canada her supplies of every kind—thus providing a sure market for our farmers, and assuring the earnings of the workers in every branch of industry—Canada must extend credit. This can be done only by the sale of Canada's Victory Bonds to the Canadian people.

Remember, you are not asked to GIVE anything. Canada asks you to buy Canada's Victory Bonds. That is, to invest ALL THE MONEY YOU POSSIBLY CAN in an interest-bearing security of the highest order—the signed pledge of Canada, backed by all its resources.

This investment is the very best you could make, because the principal is safe, the interest good, the bonds acceptable at any bank as the security for a loan, or saleable at any time.

Do your part to keep Canadian business prosperous by helping to grant the credit that is necessary to enable Great Britain to continue to buy in Canada.

Take this method of helping your country while at the same time giving your own business prosperity a firmer basis for permanence.

Buy Canada's Victory Bonds

and Recommend Them to Your Customers

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada.

53

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

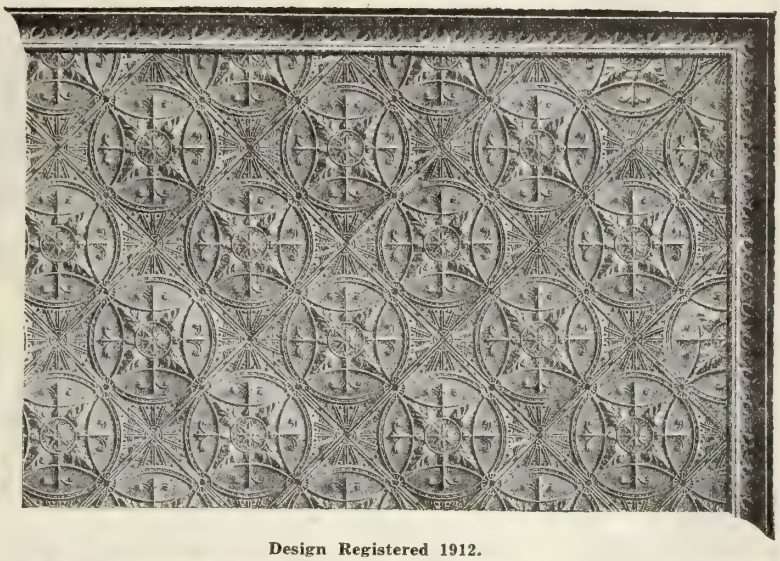
Cut Down the Labor on your Metal Ceiling Jobs

You can do this by using "Metallic" accurately made Ceiling. All parts are stamped on Steel Dies with machine-cut beads and are re-squared after stamping. They lay quickly and easily.

It means real money saved to you on every square. Labor is too expensive to waste these days.

Our handsome big Catalogue "C" shows a range of designs that will suit You, the Architect and your Customer. Have you a copy?

Stock Carried by
GEO. W. REED & CO., LIMITED
37 St. Antoine St., Montreal



Design Registered 1912.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

A Timely Seller

"A Money Saver"

Made of Heavy Galvanized Steel. Fits any barrel or can 18 inches in diameter.

Illustration represents The Economy set up on our 18" x 24" Style "C" Can.

Every household is practising Economy in fuel, due to high prices. Good ash-sifters are consequently in demand. Here's the one that will appeal to your customers.

The "ECONOMY" Rotary Ash Sifter

It's new in design and built to make ash-sifting a simple, dustless operation.
A glance at the accompanying illustration tells the story of its merits in a nutshell.
Good seller at any time, but especially good during the war. Send for prices.

Special Dealers' Price

GEO. W. REED & CO., Ltd., 37 St. Antoine St., Montreal
ROOFERS' SUPPLIES

If interested, tear out this page and keep with letters to be answered.

NAILS

Wire Nails

All Standard and Special Gauges

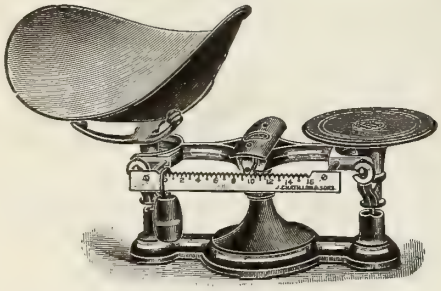
Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE



The name of John Chatillon & Sons has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we added to our plant the facilities to manufacture Foster Bros.' line of Butcher Knives, and Cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales and Balances.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products and we continually strive to maintain the high standard of quality that has always distinguished the products of

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Write for complete illustrated catalogue.

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

If interested, tear out this page and keep with letters to be answered.

Good Luck to the Victory Loan

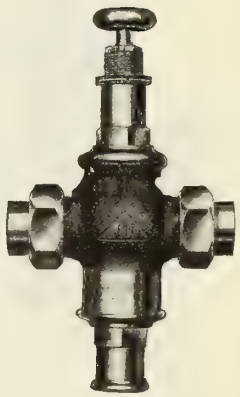
Without the silver bullets the war cannot be won. Buy to the limit of your means.

Space contributed by:
B. & S. H. THOMPSON & COMPANY, LIMITED, MONTREAL.

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

SPECIAL SIX Offer To Dealers

This Set of Six (ONE OF EACH) C.O.D. $13.50 Net.

Tested Sellers | **All Trimmings Solid Brass** | **Shells All Heavy "Copper-Nickled"**

(MINIATURE SHELLS) ILLUSTRATIONS QUARTER FULL SIZE

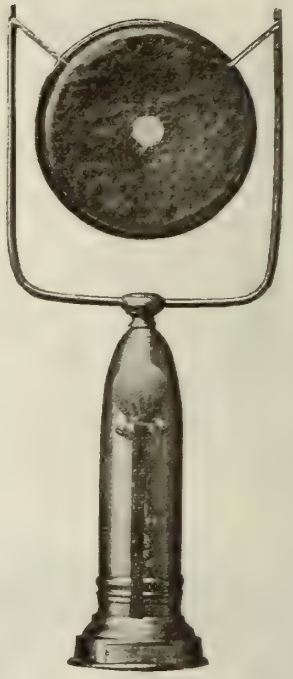
Designs Registered 1915

CLOCK

DESIGN
C 5
Price, $5.00 List

Wired, with Shade and Holder

DESIGN
EL 70
Price, $7.10 List



DESIGN
D 50
Price, $4.00 List

DESIGN
C 40
Price, $5.00 List

DESIGN
G 25
Price, $4.50 List

DESIGN
I 55
Price, $5.50 List

Trade Discount 50 Per Cent. off List

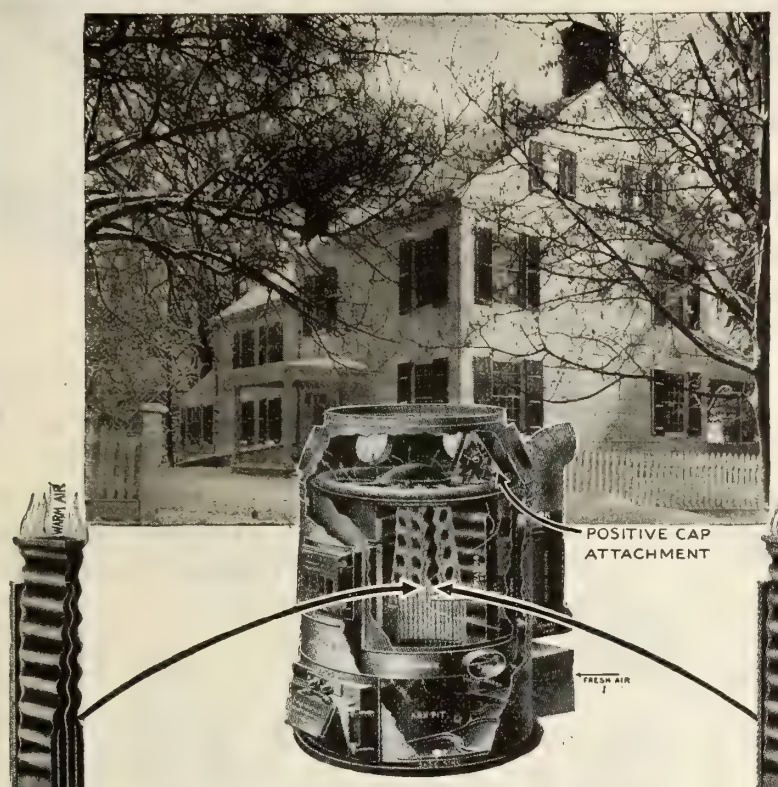
The COLONIAL FIXTURES, Limited

424 Adelaide Street West, TORONTO, CAN.

EXCLUSIVE MANUFACTURERS

Immediate Shipment from Stock

If interested, tear out this page and keep with letters to be answered.



—KELSEY—

is in a class by itself. It does not enter into competition with other furnaces. It costs more than an ordinary furnace, but your customers get better satisfaction.

The "KELSEY" has three times the weight and heating surface of other furnaces.

The "KELSEY" system of heating ensures good ventilation and an **even distribution of heat.**

The ZIG-ZAG TUBES are entirely different from any other warm air heater. The special form of construction gives them 61 square feet of radiating surface for one square foot of grate surface. With an equal quantity of fuel a "KELSEY" will warm two or three times more air than an ordinary furnace, and circulate it more evenly.

These tubes form fire pot and combustion chamber.

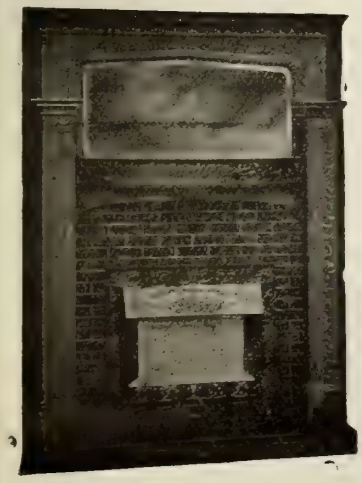
They are in contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases.

BE SURE TO WRITE FOR FULLER INFORMATION.

CANADA FOUNDRIES & FORGINGS, LIMITED

JAS. SMART MFG. CO. BRANCH

BROCKVILLE, ONT. **WINNIPEG, MAN.**



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as an "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

P H
TRADE MARK

QUALITY FILES

The Standard of File Efficiency

Made in Canada
By Canadians
For Canadians

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

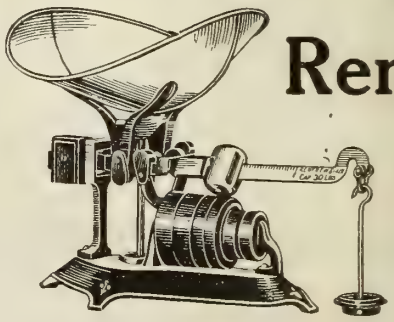
Ask Your Jobber

The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.



Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

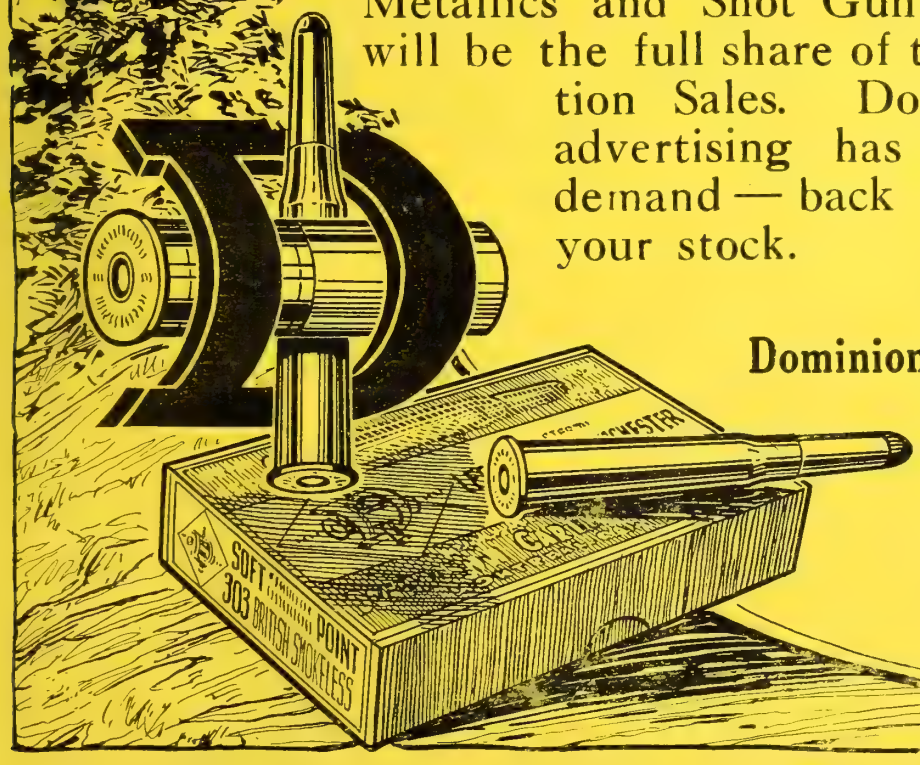
Get Your Share of Ammunition Sales

There is one sure way to do it—Sell

Dominion

—the Ammunition that meets every demand of the season that is now in full sway.

If you carry a full line of Dominion Metallics and Shot Gun Shell, yours will be the full share of the Ammunition Sales. Dominion wide advertising has created the demand—back it up with your stock.



Dominion Cartridge Co.
Limited
120 St. James Street
Montreal

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled

Mechanics come to your store to buy Starrett Tools because they know there are none finer, none more accurate, none more dependable. It's the same with

Starrett Hack Saws

Whether your customer wants these saws in large quantities for a big shop or in smaller numbers for occasional use, you can show him that he buys more than a good hack saw; he buys the right hack saw, the one best fitted for the job.

The right hack saw cuts quicker, thereby saving valuable time. It lasts longer—doesn't dull as quickly, doesn't break as easily—thereby saving money because fewer are required.

Our catalog No. 21MA describes the hack saw that is unexcelled and tells both you and your customer how to pick the number of saw that will do the best work on any given job.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

L. S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

NEW YORK LONDON CHICAGO

42-742.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

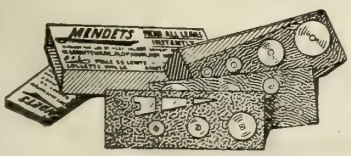
THE L. MARTIN CO.

Montreal, Toronto
Winnipeg New York
Philadelphia London, Eng.

Every Housewife is a Sure Buyer of

MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada

Stanley Tools

Stanley Nail Sets

¶ Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." ¶The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

¶ These are packed in attractive display boxes.

¶ You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Prompt Service

Our factories never were in better position to give prompt attention to orders. That means rubber needs for the Hardware Trade can be delivered with a promptness that is sure to please.

And to further facilitate deliveries, reserve stocks are kept at all our service branches throughout Canada. Your orders, sent direct to our nearest branch, will receive prompt and intelligent attention.

WE AIM TO SERVE AND PLEASE THE TRADE.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, NOVEMBER 10, 1917 No. 45

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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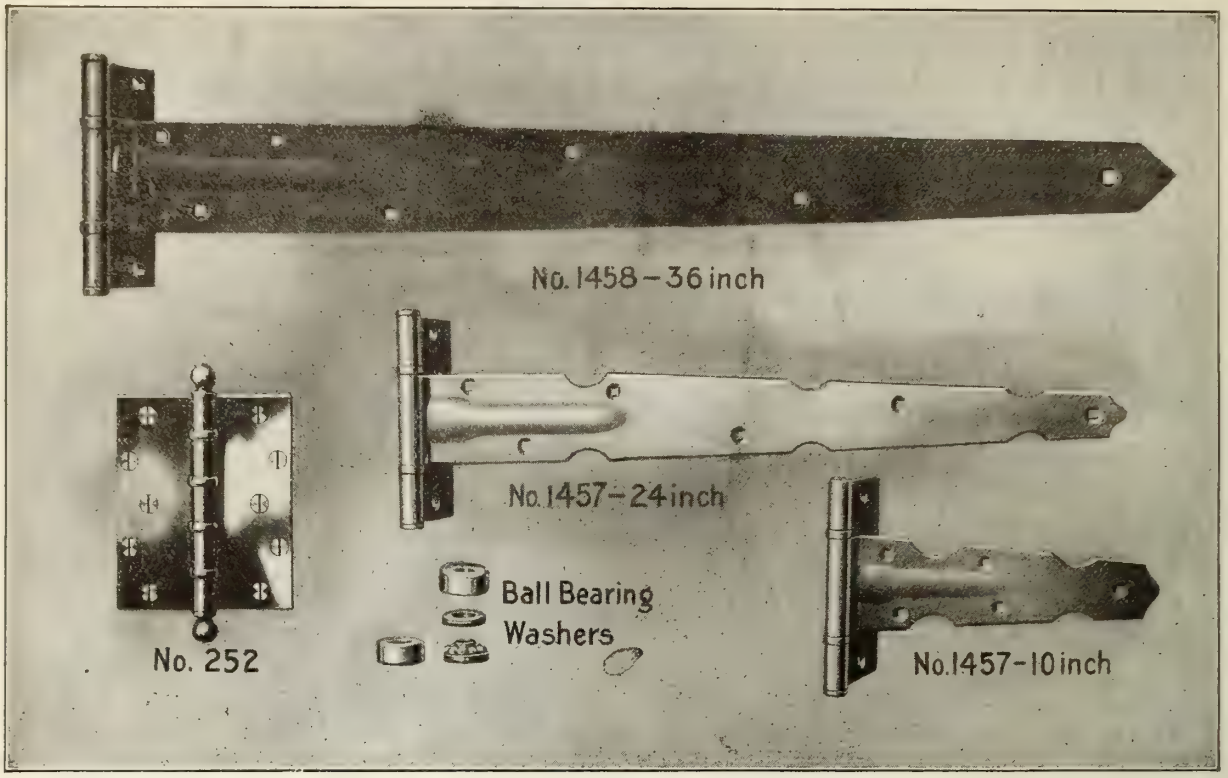
UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago, phone Harrison 1147.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



THERE'S all the difference in the world between a dry, warm garage and a cold, damp one. There's a difference in "upkeep-cost" of the autos contained in them. Frequently the cause of this difference is the difference between door equipment so called and

Stanley Garage-Hinges and Butts

STANLEY Garage Door Hinges hold the door shut weather-tight when closed and prevent sagging.

STANLEY Garage Door Hinges are extra strong and are well designed. They are equipped with ball bearings. The long leaf gives these hinges powerful leverage strength and keeps the door in the proper position The ornamental corrugation also adds to the strength.

No. 1458 is the strongest garage door hinge made. It is 36" long and is made right and left hand. For the heaviest of doors.

No. 1457 is 24" size for the average weight garage door. Also made in 10" size. Usually a 24" is put at the top and bottom with a 10" in the middle.

No. 252 is one style of heavy ball-bearing Butt with four ball-bearing washers.

To-day send for booklet "STANLEY Wrought Steel Hardware for Garage Doors." Every hardware dealer should handle STANLEY Garage Hardware.

We suggest that you write us for particulars.

The Stanley Works

NEW BRITAIN CONN., U.S.A.

Canadian Representatives : A. MacFarlane & Company, Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, NOVEMBER 10, 1917 No. 45

"Advertising Always Pays"

Hardware Merchant's Statement to the Trade Declares "Advertising Invariably Pays" —Brevity, Illustration, Consistency and Pointedness Are Salient Features —Ad. Suggestions on File.

Editor's Note.—C. C. Falconer, whose ideas on newspaper advertising have formed the basis for the following article, will contribute another article on Window Display Advertising at an early date. Mr. Falconer's store in Winnipeg is located in what is known as the foreign district and 75% of his trade comes from those of foreign extraction. "One price to all" has been one of the principles on which Mr. Falconer has conducted his business and that his trade appreciates such a standard is more in evidence every day. These customers have faith in the reliability of the store, knowing that they cannot "beat down" the price by any amount of argument. Careful attention and sympathetic understanding appeal strongly to this class of trade.

The paper which Mr. Falconer uses is practically confined to that portion of the city which his store serves, having a circulation estimated at about 6,000. However, Mr. Falconer's business is secured all over the city. The location of his store does not prevent his securing business from those residing in other portions of the city, this business being handled in a large measure over the phone or by Mr. Falconer himself on his trips uptown.

THE following suggestions in regard to retail advertising are the result of practical experience gained in dealing with this subject by C. C. Falconer, who carries on a hardware business in a district of Winnipeg more or less foreign, and knows something of the value of advertising.

"Feeling grateful as we do to HARDWARE AND METAL for many valuable suggestions we have received," writes Mr. Falconer, "my only wish is that I may impart a few suggestions as a result of my experience."

"Advertising is a big question and one is very apt to wander in such a large field unless he defines his topic. I will therefore select two forms of advertising, which, although quite different in their application, make a good team. They are newspaper advertising and window advertising."

A reproduction of one of C. C. Falconer's newspaper advertisements which brought splendid results. The points as regards "a bold, catchy heading"—"the use of a cut"—"featuring one article"—"the use of short, clear, definite statements"—are all brought out effectively in this ad. "Falconer's" name always appears in the one style of type at bottom of ads.

Newspaper Advertising

Dealing with the subject of newspaper advertising, Mr. Falconer says:—

"We have been consistent newspaper advertisers, never letting up at any season of the year, for I consider that the first principle of advertising is much the same as that which defines the character of the store itself, namely, consistency. Our advertisements occupy the same space in each edition of the newspapers so the readers will always know where to find them. We use a bold, catchy and appropriate heading with a short paragraph following in small type to complete and drive home the matter introduced in the heading. We prefer featuring one or two articles of importance with good illustrations. An advertisement without a cut seems similar to a person introduced by proxy. All the honeyed words of an ardent lover through the mails to his prospective bride whom he has located through the advertisements of a matrimonial bureau, would not be of much success without the aid of a photograph. So, without the aid of the artist in the advertising of goods, the advertisement is drawing too much upon the public imagination."

"If in his sales talk the merchant is careful in the selection of his phrases and weighs every word so that it may have the desired effect, how much more important it must be to use equally as much time and good judgment in the framing of talks to thousands where the merchant has not the advantage of personal contact or easy access to the goods themselves."

"The merchant must appreciate that the reader as a rule is a busy person and

not inclined to interest himself in the retailer's affairs and that it is therefore up to the merchant to make the advertising matter interesting and to the point. The readers' attention must first be secured and then his interest aroused to such an extent that he will investigate the subject matter of the advertisement.

"We use short, clear, definite statements in paragraph style with sufficient space between to equal a pause in conversation. This makes it easy to read, and allows each sentence to make an impression. Exaggeration of facts should at all times be eliminated, for the public as a rule are suspicious, especially if they have any cause whatever to judge the merchant as being addicted to such practices. The likelihood of this tendency arising is all the more reason why the greatest number of customers should know the merchant as of reliable character and a man on whom they can at all times depend. One of the greatest assets any store, of whatever size, can have, is to bear a reputation for honesty which will allow of parents sending their children to the store for supplies with a knowledge that they will receive the same honest treatment as they might be accorded themselves. Any merchant who plays false to that great faith is playing with fate and committing business suicide.

Advertise the Price

"Always advertise the price—why should you not? If you know the goods are worth the price—tell everybody. Failure to quote a price oftentimes constitutes the weak link in an otherwise strong chain. Have your name or trademark in bold type at the bottom of the ad, and have it always the same size and style so that its distinction may become familiar.

"You then wait for your customers to rush in. Do they always rush, or do they straggle in? and have we not often experienced a decided hesitancy on the part of the public to respond to the call? Under such circumstances were you not often brought face to face with the question 'Does advertising pay?'

Advertising Always Pays

"I do not think it is necessary to be an optimist to know that advertising pays. Perhaps it does not always pay as promptly as we would like, but nevertheless it pays, and that is the main thing. That particular advertisement which you were inclined to think was so much wasted money was really working all the time. The goods, as far as the customer was concerned, were sold, and delivery merely postponed. There is always that element of publicity in an advertisement which refuses to allow the public to forget that you are always at their service, and in time your name becomes synonymous with the goods you sell."

In the foregoing exposition of the subject of retail newspaper advertising, Mr. Falconer has expressed some valuable suggestions which are the result of putting into effect some of the salient features of newspaper advertising as outlined in HARDWARE AND METAL at various times. Brevity, illustration, consistency, pointedness and the constant repetition of the real facts of the matter are among the chief points to be watched in framing all newspaper advertising.

This season of the year offers special opportunity for timely advertising. Many hardware lines for fall and winter are on the shelves waiting for the demands of the usual trade and these lines should be featured now.

Accompanying this article are several illustrations of seasonable advertising among which is a stove advertisement used by C. C. Falconer of Winnipeg. This advertisement with its stove illustration bears out the main points of Mr. Falconer's statement to the trade concerning newspaper advertising.

Recording Advertising Suggestions

A practice followed by Mr. Falconer, which should be of help to other retail merchants in framing newspaper ads, is in connection with the keeping on record of suggestions for seasonable advertising. During the holiday and other distinctive seasons of the year when special attention is paid to advertising matter, oftentimes a demand is noticeable for certain articles which have been overlooked in the advertisement. This with other information, which in the usual trend of affairs comes to hand, is noted by Mr. Falconer and put on file with copies of all the advertisements he uses in the newspapers. On the next occasion when similarly seasonable advertising is required that information is at hand to be incorporated and the value of the ads is therefore increased considerably.

"Seasonableness" Is Main Factor

The idea of "seasonableness" in ad-

(Continued on page 31.)

Clippings from seasonable advertisements which have been published by retail hardware men from coast to coast. Stoves, lanterns, oil heaters, fall and winter auto. acessories, sporting goods, are lines on which the retail hardware man is making a strong bid for business.

Dealers' Opportunity for Tire Profits

Tire Manufacturer Tells the Possibilities Existing in Every Community—Analyzing the Situation—Getting Down to Your Own Market—Hardwaremen Get Preference.

Editor's Note.—The figures given in the following article apply to the United States. However, they form a basis from which Canadian hardwaremen can figure their possible market on tires and tubes. Canada at the end of this year will have approximately 200,000 motor cars in use. The average number of tires used per car is 5, which means that at least 1,000,000 tires and a larger number of tubes will be sold in 1918. These figures can be further reduced to local conditions and the market in each town arrived at with the possible sales each hardwareman can make.

Hardwaremen from East to West are finding the auto accessory field an exceedingly profitable one. Those not yet handling these supplies have a splendid opportunity ahead of them and we know the Canadian hardwareman will make the most of it.

MANY dealers in hardware look upon the sale of automobile tires and tubes as a line entirely foreign to their business, although large numbers of automobiles are being used and the sales possibilities for automobile sundries are very large. "An analysis of the market will visualize this opportunity to any dealer," says John Morgan, Vice-President of The McGraw Tire & Rubber Company.

Analyzing the Situation

"It is not through lack of progressiveness nor due to poor business policy that dealers do not take on the sales of tires and tubes, but in many cases, the delay is due to their lengthy consideration of the prospective sale of these articles.

"In order that we may assist dealers in a fair and careful consideration, we will review the selling possibilities, in view of arriving at a definite decision.

"Let us determine the demand. Is the demand established or must it be developed? We all know that the sale of automobile tires and accessories is established. The motor car has come to stay. The sale is creating an enormous demand for its sundries. Improved road conditions and necessity for speedy economic travel have developed the motor car into a vehicle which is more constant, and less and less dependent on the seasons. To-day the automobile is an absolute necessity. Motor cars are used constantly throughout the year.

"Now, granting that there is a firmly established demand, a dealer should consider the amount of the demand. The end of the present year will see over 4,000,000 automobiles in use in the United States. Stop a moment and think what this means. It means that these 4,000,000 automobiles will have used over 24,000,000 automobile tires and over 30,000,000 tubes during the year 1917.

Getting Down To Your Own Market

"This demand is enormous and increasing at the rate of about 40% each year, but Mr. Dealer often says: 'Certainly there are tires sold, but how many could be sold in my town? How much profit can I make from selling them?'

"Any dealer who wishes to know the exact sales possibilities open to him, should make a count of the car owners who trade in his town or district, and multiply the number of cars by the tires, 5, which will be used for each average car. Thus, a definite figure is secured as to the number of tires purchased in the dealer's district.

"For example, let us consider, according to the 1917 car census, a town of 7,000 population, which has approximately 200 cars. If each of these cars uses 5 tires per year, 1,000 tires will be sold in the town, and at the average profit of $7.50 per tire. This means a profit to the tire sellers of this town of $7,500.00.

"Considering that the dealer may sell only ten car owners in his district and that each customer would buy his average amount of tires, the dealer's profit would be nearly $375.00 a year on automobile tires and tubes. Accessories will not spoil when kept in stock and with even a small amount of sales energy the rate of stock turnover and the profits are surprisingly large.

Hardwaremen Get the Preference

"All hardware merchants have a large number of automobile owners as their customers. They sell these car owners such supplies as automobile polishes, bolts, wrenches, hammers, pliers, and other tools used about the car. It is then a simple matter to secure the customer's tire and tube business. In most cases the customers would prefer to buy his tires and tubes from the old-established hardwareman with whom he has been doing business for years.

Readjustment in Steel Trade

Conditions in Nova Scotia Improving—Many Advances in Raw Materials, Supplies and Wages

IT speaks well for Canadian manufacturers that the dislocation of business in Nova Scotia some few weeks ago, owing to the sudden cancellation of shell orders, is being readjusted rapidly. Col. Thos. Cantley, Chairman of the Nova Scotia Steel & Coal Co., in reviewing the present position of the iron and steel industry says in part:

"It is true that very little is being done in munition work in Nova Scotia, but the demand for other iron and steel products is heavy and all indications point to a busy winter.

"Owing to constantly recurring advances in wages during the past three years, together with the increased cost of mining and manufacturing supplies of every description, the cost of raw materials, such as coal, coke, ore, limestone, and other fluxes, is much higher than in pre-war days. This is notably so as regards coal and coke, and the production cost of pig iron, steel ingots, and all subsidiary products is consequently very much enhanced. With an active demand, however, which calls for the full output of all mills and forges, satisfactory prices are being maintained for the finished product. This condition of affairs is likely to continue for some time.

"As to the condition of the industry ten years hence no man knoweth—but we passed safely through many periods of stress in the past thirty years, and will undoubtedly do so again.

Getting the Retailer to Collect Bills

A Timely Consideration for the Fall Campaign—Protecting Accounts — How Confidential Relations With Bank May be Source of Strength to the Merchant.

Editor's Note.—One of the great problems that the merchant is continually facing is that of collections. It is the vital question.. Problems of merchandising are serious enough under present conditions of high competition, but when the goods are sold the merchant is still faced with the problems of collecting his accounts, and on his success or failure in this one thing depends the success or failure of his whole business. Ill-advised credit is the most fruitful source of failure. Just now when the merchant is planning his fall campaign special attention should be given to this important matter. Now is the psychological moment to get after outstanding accounts. The harvest is over, and the farmer has received the money for his crops. He is in a better position to pay his bills now than at any other season. Moreover, all people who are directly or indirectly dependent on the activity of the farm, and there are many of these, are also in a good position to pay. This is a matter therefore that should have the dealer's closest attention during the fall months. The accompanying article that appeared in a recent issue of The Financial Post puts the situation so plainly, and is so full of suggestions that it is reproduced herewith.

THE branch manager who has to do with the small retail merchant is something more than a mere dispenser of credit. After making a loan he naturally becomes interested in the business affairs of a customer, in watching that the "margin of safety" is maintained. He establishes himself as a sort of financial adviser—and if he can make the relations those of a "business confessor" so much the better. Intimate relations between the banker and his customer are to their mutual advantage at practically all times.

Discussing the relations of bank and retailer with a bank manager in a city business district where there are many small accounts, I asked him what he considered was the most important factor in the solvency and stability of the retailer. From the fund of experience of many years in one community, he replied immediately that it was keeping close tab on the charge accounts. The bugbear of the small retailer, in his opinion, is the uncollected account—which so often becomes "uncollectable" after being "uncollected." He referred to an instance which emphatically covered his point:

"Only this morning there was a grocer in here who was bemoaning the disappearance of a customer who owed him $70. He had given up hope of making the collection. I figured out for him that on the amount lost—lost to all intents and purposes from his private pocket—he had dropped the return on, say, $700 of business. When he started out to figure what $700 business meant in his store and what it would mean in time and effort to get new trade to that extent. I think he caught my point that there was as much profit in checking up current accounts as in developing new ones."

The bank manager must of course recognize that the average retailer is in competitive business, that he must make certain credit allowances, and that he cannot always make hard and fast rules. But the fact remains that it is the experience of branch bankers who have been in their fields for years that the great majority of failures which have come to their attention have been the result of loose credits. The manager I have referred to impressed upon the retailer at all times the necessity of watching accounts. System is of course necessary but it need not be elaborate; the trouble is that too many small merchants have practically no system whatever.

In a general way the rule is good that, when a man has a weekly account, he should be asked to pay at the end of that time and that there should be no further credit unless there is ample explanation and assurance. The same would apply to a fortnightly account or to a monthly account—although the latter should not be encouraged unless there is a good understanding between merchant and customer. Also the manager may quite well advise the retailer to keep an attentive ear for news concerning his customers; changing conditions as regards local industries or personal affairs may often have a direct bearing upon the customer's proper current rating.

The foregoing merely illustrates one way in which the manager may exert an influence in the affairs of the retail merchant customer. The opportunities are frequent for suggestions or advice along practical lines, which will not only improve the account for the bank but will permit of better financial service by the bank to the customer as well as tend to increase the latter's business profits.

In many respects the small merchant makes errors of neglect or thoughtlessness which may have a direct bearing upon his credit standing with the bank and with the trade. For instance there is the reluctance—in some cases amounting to repugnance—in giving particulars about business affairs which are recognized as essential in establishing a business standing. These may be such as asked for by the mercantile agents for trade circulation or by the bank manager for confidential guidance in making a credit recommendation.

A manager told me the other day that the attitude of some merchants towards the representatives of Duns' or Bradstreet's was astonishing. They did not seem to recognize that these institutions were giving a service which had become to be a matter of routine with business generally and that they themselves were the only ones to suffer from failure to give proper information. There were business men "along the street" said this manager, who were in comfortable financial positions who were much more poorly rated than they deserved merely because they assumed a frigid attitude when the representative of the mercantile agency made his call.

This attitude is often maintained by applicants for bank credit. In such cases it becomes necessary for the manager to explain that he must have a candid statement of the customer's affairs. This may involve a verbal explanation or an auditor's statement and may often make it necessary for the manager to make some practical suggestions to a business man as to simple but effective methods of keeping track of his affairs. On the other hand there are many such cases in which the manager's knowledge of the standing of the individual in the community and his reputation for business integrity may be the deciding factor in recommending a loan which for another client with an evidently sound statement would not go through. Then of course the object for which funds are being raised is very important.

The question of the confidence of the bank in its customer is a matter which managers should discuss candidly. In many cases the retailer is not absolutely honest with his banker and in the long run his credit suffers. I know one manager who used to emphasize the point of the necessity for straight statements by telling the retailer that he stood in the same relation to the banks as his customers stood to the trade. The citizen who is not scrupulous may "jump" one account and go to another store but eventually if he keeps it up he will lose

(Continued on page 47)

Canadian Industrial Boom

$50,000,000 Shell Orders From U.S. Will Maintain Healthy Trade Conditions This Winter.

AN announcement which may be expected to have a widespread effect upon Canadian industrial enterprise and commercial conditions in general is to the effect that new munition contracts valued at approximately $50,000,000 have been received in Canada from the United States. These contracts are said to be overflow orders and indicate that American munition plants are taxed to capacity.

W. G. HARRIS, Jr.

Vice-president, Canada Metal Co., who attended Washington in the interests of Canadian munition manufacturers. The success of their mission is outlined herewith.

The receipt of new orders finds Canadian industry in a peculiar condition owing to the fact that manufacturers considered the industry was practically done when Imperial Government orders for shells of small calibre fell off and only a few orders for larger shells were forthcoming. For this reason many plants are in various stages of readjustment for the manufacture of other products, some others have fitted their plants for the manufacture of larger shells and still others are lying idle with much of their machinery disposed of to U. S. manufacturers.

However Canadian industry welcomes the receipt of further orders and with munition plants running at full blast all winter many difficulties will be eliminated and the industry put on a firmer basis than ever.

This spectacular development crystallizes much of the groping toward co-operation with the United States that has been apparent for some time. It was clear to farsighted manufacturers that Uncle Sam was going to need assistance and that Canada was in a position to step into the breach. As a result some Canadian manufacturers have located plants in the United States. On the other hand some American manufacturers have made connections in Canada. It looked certain, not so long ago, that new industries would develop in Canada out of this situation. The organization of the American Steel Products Corporation with a capital of one million dollars to take over the plant of the Dominion Steel Products Co. at Brantford, Ont., is a concrete result.

The arrangement now going into effect organizes the situation and provides machinery for the utilization of Canadian resources to help the United States get quicker deliveries on their tremendous needs. It can be regarded as merely the forerunner of bigger things. Uncle Sam needs more than shells, he needs ships and parts therefor, clothing, supplies of all kinds.

The placing of American orders in Canada is of tremendous importance in its bearing on the business outlook. Farsighted men were preparing for a gradual "letting down" of activity this winter. Factories will now, however, be busy and help scarce as a result. Our remarkable era of war prosperity has been given an indefinite lease of life.

U. S. PIG IRON PRICES FIXED

E. H. Gary, Chairman of the Committee on Steel and Steel Products of the American Iron and Steel Institute, has issued the following statement:—"By agreement between the General Committee on Steel and Steel Products of the American Iron and Steel Institute and the War Industries Board, approved by the President, the base price of No. 2 foundry iron and also basic iron was fixed at $33 per gross ton, f.o.b. cars at furnace.

"From these base prices the sub-committee on pig iron, iron ore and lake transportation has reported to the general committee a list of differentials which the general committee believes is fair and reasonable and in accordance with the usages of the trade, and therefore recommends to the iron industry that the same be adopted to take effect immediately. It is hoped that there will be no hesitancy in accepting this recommendation.

"The grade of No. 2 foundry iron to be equivalent in analysis to: silicon, $1.75 to $2.25; sulphur, not over .05. No. 2 soft southern iron equivalent to No. 2 foundry of same silicon content.

"Differentials from the above base price for No. 2 foundry iron to be made for the following changes in specifications:—

"Forge or mill iron, $1 per gross ton under base.

"Foundry iron running silicon $1 to $1.75, .50 per gross ton under base.

"Foundry iron running silicon $2.25 to $2.75, .50 per gross ton over base.

"Foundry iron running silicon $2.75 to $3.25, $1.50 per gross ton over base.

"Foundry iron in excess of $3.25 silicon and $1 per gross ton for each ½ per cent. of silicon over the price for $3.25 silicon iron.

"Manganese, sulphur and phosphorus variations to be adjusted as formerly customary in each district, having respect to the base price.

"Where iron is sold by fracture the usual grading prevailing in each district to continue.

"Malleable iron, .50 per gross ton above base.

"Bessemer iron, 10 per cent. per gross ton above base.

"Basic iron, base price.

"Charcoal iron — Southern or warm blast charcoal iron, a maximum of $10 per gross ton above base for iron ranging .40 to .60 phosphorus, and silicon $1 to $2.

"For grades running below these analyses corresponding reductions as usual to the trade to be made.

"Cold blast charcoal iron a maximum of $22 per gross ton above base, with customary reductions for lower grades, as recognized by the trade.

"Lake Superior iron $2.50 per gross ton above base for iron averaging $1.25 silicon. Other grades to be adjusted as per the custom of the trade, depending upon the silicon, phosphorus and manganese contents of the iron.

"All of these charcoal iron differentials to be considered in connection with the base price.

"High silicon or silvery iron—For iron containing 6 per cent. silicon, $7 per gross ton above base; 7 per cent. silicon, $9 per gross ton above base; 8 per cent. silicon, $11.50 per gross ton above base; 9 per cent. silicon, $14 per gross ton above base; 10 per cent. silicon, $17 per gross ton above base.

"Three dollars per gross ton advance for each 1 per cent. silicon for 11 per cent. and over.

"Bessemer ferro-silicon—For iron containing 10 per cent. silicon, $22 per gross ton above base; 11 per cent. silicon, $25.30 per gross ton above base; 12 per cent. silicon, $28.60 per gross ton above base.

"Low phosphorus iron—Iron containing phosphorus and sulphur not exceeding .04 and silicon not exceeding 2 per cent. For copper bearing iron, $17 per gross ton above base; for copper free iron, $20 per gross ton above base.

"A sliding scale of $1.50 per gross ton advance for each reduction in phosphorus of .005 per cent. below .04, and $1.75 per gross ton for each 1 per cent. of silicon in excess of 2 per cent."

ON PROHIBITED LIST

The British Government has prohibited the exportation of the following articles, effective October 18:—Coir fibre, fish hooks, goatskins and sheepskins, animal hair, lead, farming machinery, hosiery, needles, seal oil, wool and manufactures thereof.

Many Businesses Wrecked by Details

Meeting To-day's Competition—Frank Stockdale, Merchandising Authority, Tells of the Problems of the Retailer and of the Dangers From Without and Within His Business That Face Him—The All-importance of Management.

Editor's Note.—Frank Stockdale, Advisory Councillor of the United Advertising Clubs, and one of the foremost authorities on Retail Merchandising Problems, delivered a series of four lectures last week in Toronto which establish a new angle to many perplexing problems confronting retail merchants generally. The basis of Mr. Stockdale's talks was secured in normal times and under normal conditions. Unusual conditions such as now exist require unusual remedies but if the fundamentals are sound, the adjustments to meet war conditions can be more easily effected.

The first of these lectures with the general title of "How to Meet To-day's Competition" is reproduced herewith. Some of the points raised are of vital import to merchants at all times and even more so under the trying conditions at present existing.

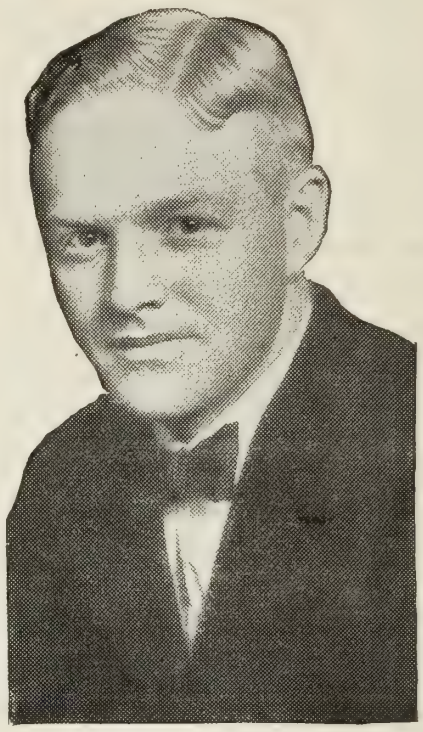
"ONE of the earliest and most important problems with which we are faced" stated Mr. Stockdale "is a problem that is known as 'rising costs,' that is, the increased expense of conducting retail business as compared with conducting a business ten, fifteen, or twenty years ago." He stated that an investigation of 1,560 stores revealed the fact that the expense of conducting retail business had in the course of twenty years increased until now it was approximately double.

"In the last three or four years I don't know exactly where they have gone, but I know where they are going. Everyone knows what is happening now in the retail business and what is going to happen as long as conditions exist as they are. While the expenses of conducting retail business have doubled, I have yet to find one retailer who has been in business over a period that long, who has been able to increase his gross profit. If the expense of doing business twenty years ago was 12 per cent., today it is approximately 24 per cent. If the gross margin twenty years ago was 31 per cent., the man who could run his business on 12 per cent. had a net profit of 19 per cent. The same man to-day would have a gross profit of only 7 per cent. and in some cases the variation is wider. Some cases to-day there are in which only 3 per cent. profit is made where years ago it was 17 per cent. or 18 per cent. The net profit was six times as large 20 years ago as it is to-day.

"This is one of the fundamental points, and it has to be excavated carefully if the retailer hopes for success, consciously or unconsciously.

Cost of Doing Business Dependent on Cost of Living

"Do you realize that costs are rising more rapidly now than they have in the past?" said Mr. Stockdale, who stated as the reason that the cost of conducting a business in a retail store is parallel or based upon the cost of living.



FRANK STOCKDALE,
The Noted Retail Merchandising Expert.

"Whenever the cost of living goes up, the expenses of conducting a retail store go up, just as sure as night and day follow each other," added Mr. Stockdale.

Another fundamental principle was the evolution in the kind of stores, which Mr. Stockdale enumerated as follows:

(1) *The crossroads general store which is vanishing rapidly with the advent of automobiles, parcel post and good roads movements.*

(2) *Specialty stores such as hardware, grocery, etc.*

(3) *Department store (collection of specialty stores).*

(4) *Mail order house.*

(5) *Chain store.*

Management the Great Item

"The stores that exist to-day and are making headway are stores that are managed," said Mr. Stockdale, "and their progress is the result of the brain work which is being put into them.

"People in department and chain stores and the men at the head are more alive for information and experience than is the man in the specialty store who manages the whole business himself. Men who run department stores recognize that management is the great thing, and they also recognize that the problem in the department store is to manage managers and to make good managers of the managers who are managed.

"To-day we are face to face with the problem of management. The thing that is holding the margin of profit down is the management of stores. My experience has taught me that management is the most acute of retail problems. A knowledge of how to sell, how to control, how to run a store in general, is the reason for the success and the growth of the various kinds of stores."

Mr. Stockdale pointed out that owing to abnormal circumstances an investigation of business should not be made on present conditions, but should be based on conditions which existed some time back. "If such an investigation is made" said Mr. Stockdale "you will get a clear vision that management is the real big factor in the market."

Three Types of Managers

Outlining three distinctive types of managers, Mr. Stockdale classed them as follows:

The fearful manager, who is fearful that the man he is directing will not do the job right, and who, therefore, loads himself down with details. This kind of manager, he said, could not delegate authority and did not usually get very far. The second type was the domineering manager who, he said, was not wanted where brain power was required, though he was all right where he supervised men who worked with their muscles. The third type, and the one who is getting the farthest, was the expectant manager, who sets a standard and lets others know that he is expecting them to come up to it, reward being on the basis of their attainments.

Mr. Stockdale added that the man who gave him the outline of the latter type of manager was a man who spent over one million dollars annually in advertising.

Referring to the pioneer method of laying roads along the calf paths through new country, Mr. Stockdale reminded the audience that to-day we have progressed beyond the calf path stage and had come to the scientifically laid roadway. This was true also in retail merchandising, we had developed beyond the calf path stage.

"We must remember this" said Mr. Stockdale, "that we must eventually come to the civil engineer stage, that the problems of retail merchandising must be figured out with the precision of an engineer's pencil and the sooner we recognize this the better we will be off.

"Many retail merchants are of the 'fearful manager' type, and get lost in the details of their business. The same thing applies to managers in department and chain stores. They forget to look at things in the right aspect. They lose sight of profits and when they do that their chance of success is lost."

Mr. Stockdale aptly illustrated his point with a story to the effect that a

travelling salesman who had been calling upon a certain merchant for fifteen years stopped one day on entering the store and asked the merchant, standing with broom in hand, what he was doing at the same time fifteen years previous. The reminder that he had been doing the same operation for so many years brought a much needed awakening.

The Unwisdom of Doing the Work That Others Can Do As Well

"The same principle applies to all branches of business" said Mr. Stockdale. "Whenever you can hire a man to do a thing cheaper than you can do it yourself, and don't do it you are missing an opportunity for growth. There is no rule to allow a man to-day to do $12 a week work and reap $25 a week returns. It does not work out that way in this world.

"There is another thing every man in business must recognize. Unless he can delegate authority in these days of competition, he cannot hope to maintain his end of the competition struggle.

Driving home his point Mr. Stockdale bluntly put the question to the audience: "Are you the fireman or are you the engineer, the man who watches the signals or are you the man who shovels in the fuel and lets someone else do the directing?"

"Two things we must do in order to make our profits in spite of rising cost, in order to make our profits with the net profit so small, and one of the reasons why we must give so close attention is exemplified in the bigger stores. I know stores whose cost of doing business is 27 per cent. The net marking which is the gross profit is approximately 30 per cent. That store is making 3 per cent. net profit. In the old days there was 17 or 18 cents profit—the merchant could lose 6 cents and still have 12 cents, but what happens if the merchant to-day lost 6 cents? His 3 cents is on the other side of the ledger and it is whenever profits get small that we have to figure closely.

The Dangers of Waste and Lost Motion

"Two main things to look after are waste and lost motion. Waste which does not consist of any motion at all is the thing in business to-day. Waste in stores to-day is in the clerks that are doing nothing and that is small to the waste that is in the merchandise that is doing nothing. It is an easier problem to get the maximum efficiency from merchandise than from the clerk.

"The average merchandise stays on the shelf six months in the United States," said Mr. Stockdale, "which means two turns a year, taking stores of all sizes and kinds, and there we have one of the big and vital problems in merchandising.

"When net profits get down to 3 per cent., and lots of specialty stores run on 3 per cent., we are up against the real proposition in handling figures. The vital question is 'What is the profit on merchandising?' If I know where my profits are, I know where to put my efforts, and I know where my losses are. If I know how to compute my profit on an article, I know how to conduct that business. I know enough about that business to conduct it profitably. I can put my finger on the sore spots."

In conclusion, Mr. Stockdale pointed out that the foundation of all retail business is a knowledge of profits.

Linking up the main points of his line of argument as to how the retail merchant can meet competition to-day, Mr. Stockdale stated that the first thing laid down is that "we must get down past the stage of theories and work on principles. In the second place, the rising cost of doing business is complicated and made so intricate that we must give special attention to figures. In the face of to-day's competition we must recognize that management, real management that studies all phases of retail distribution, must have more of our time, no matter what size store we are running. We must get down to these two principles, i.e., to eliminate all waste in goods and help, and get away from guesswork and have absolute knowledge."

The discussion which followed the lecture brought forth many interesting questions, which were treated in a very satisfactory manner by Mr. Stockdale.

Answering a question in regard to the retailers' influence upon the "high cost of living," Mr. Stockdale replied that the retail merchant was least to blame for the high cost of living of any person in the world.

A merchant who had a competitor selling the same line of goods cheaper than he could afford to mark them, queried Mr. Stockdale as to the best procedure in such a case, which was evidently due to a lack of knowledge of the cost of doing business. The reply was that "if the competition was so great that I could not make any profit I would decide that I should be in some other business. Competition based on ignorance is the hardest to meet," added Mr. Stockdale, "and the merchants who are making the real success do not allow any person to set prices for them."

Mr. Stockdale set grocers as a class by themselves owing to the fact that so many entered the business with small capital and many left it in short time. On the other hand, he stated that some of the keenest merchants are retail grocers, but added that he did not know how to cure the merchant who is not aware of where his business stands. "This practice," said Mr. Stockdale, "is bad for himself and his competitors, and is bad for his customers, too, in the end."

A merchant in the audience, who had had previous experience with the same difficulty, made answer that in one case a number of merchants troubled with such a competitor paid him a personal visit and showed him the mistake he was making in selling at such a figure that it was plainly evident he lacked a knowledge of the cost of running his business.

"What in your opinion is the chief cause for failure among retail merchants?" was next asked.

Mr. Stockdale laid emphasis on management in making his reply. "The greatest source of failure to keep books, to know about the business, to look after the buying and the market, is because a man tries to look after too many small details." Mr. Stockdale added that only one thing was worse than the failure of a man to have at hand figure facts about his business, and that was to have figure facts that were not truthful.

In replying to a question re cutting prices on advertised and non-advertised lines, Mr. Stockdale stated that "the man who cut prices on advertised lines is usually a pretty wide-awake merchant."

"How about the man starting in business who has not reached the stage where he can live on 3 per cent. net profit?" was asked.

Mr. Stockdale's reply was that 50 per cent. of the retail merchants in the country were getting along without any net profit, their salary being included before a net profit is struck.

Mr. Stockdale was, in conclusion, asked to define profit. His answer was that profit "is the reward a merchant gets for doing an exceedingly difficult job a little better than the other fellow can do it."

"ADVERTISING ALWAYS PAYS"

(Continued from page 26.)

vertising is well brought out in the accompanying illustration of a number of advertisements. The "Dollar Day" sale and other fall and cold weather advertisements are included in the layout. Requirements for the "autumn hunt," "fall stumping," "Christmas overseas boxes," etc., are all given much publicity, while kitchenware for replenishing the kitchen outfit for winter, lamps and lanterns for dark evenings, storm doors and windows, heaters, roofing, glass, stoves and winter automobile accessories are all given their place.

Retail merchants of to-day are beyond the stage where the value of newspaper advertising is questioned, but in order to get the best results from the outlay for this expense it is necessary that the great element of "seasonableness" or "timeliness" be taken into consideration when the ads are being written; and that the other salient features of everyday experiences, as outlined in the foregoing, be incorporated in all forms of newspaper publicity.

U. S. AUTO MAKERS APPEAL

American automobile firms have asked the border chamber of commerce to petition against the collection of Canadian customs on the increase of 3 per cent. on the price of all cars on account of the special war tax imposed by the United States government on every car manufactured in that country.

The American firms claim that since the three per cent. increase includes the American war tax that the Canadian custom charges of 35 and 7½ per cent. ought to be charged on the former prices of the cars. The chamber of commerce will consider the communication at its next meeting.

EDITORIAL COMMENT

EDITORIAL BRIEFS

REMEMBER the date—November 12.

* * *

THE money invested in Canada's Victory Loan will be spent in Canada.

* * *

RECIPROCITY?—What better form exists than lending your money to your country, getting interest on your investment and having the money loaned spent in Canada?

* * *

THE financial stability of the whole world rests upon the cause of the Allies. Is it not, therefore, good business to strengthen that cause financially in order to uphold our institutions? Buy Victory Loan bonds —therein lies the "bit" that you can do now.

* * *

THE first of the Stockdale lectures on Retail Merchandising appears in the current issue. There were many points of value to merchants generally brought out at these talks. Succeeding issues of HARDWARE AND METAL will contain full reports of the other three lectures.

* * *

INVESTING the money you collect from those old accounts results in three-fold benefits. The customer who has put you off so long becomes your friend once more, you get splendid interest on your investment, and the money you invest will be spent in Canada, which means that you will again cash in on your share.

WHAT OF OUR BANKS?

INQUIRIES made have elicited the information that our banks are "tightening up" and to an extent which is detrimental to the business of the country. It is true that they have to provide for the new war loan and also for the advancement of money for moving the crops, but should the retailer who has depended on the bank to see him through be forced out of business?

If the banks cannot provide for all the calls to be made on them, would it not be advisable for the Dominion Government to grant them permission to increase their circulation for the time being, bringing it back to normal gradually?

One man whose assets exceeded his liabilities by $12,000 was forced by his bank to make an assignment, paying 100 cents on the dollar. Would this not seem to indicate that our banking system is really a system of brokerage and not real banking for the good of the country? Is it true that banks do not train their help to fill the positions at the head, but bring in brokers to conduct their business? Are the banks making big money and assisting the big moneyed concerns while the many small concerns are forced out of business?

The banks are tightening up very noticeably, but the small concerns should not be forced to close their doors. This will disrupt the business stability of the country to a degree that would bring very disastrous results. It is to be hoped government action will be taken to overcome the serious situation now developing.

"GETTING DEALER CO-OPERATION"

"BUSINESS can flow no faster than the narrowest part of the channel permits. If the outlet for a product is clogged at the dealer's store the tide of sales is effectually checked."—(Taken from advertisement in *Printer's Ink,* by Mallory, Mitchell & Faust.)

This is an encouraging sign of the times. Not so long ago all agencies handling so-called national accounts affected to despise the humble distributor of merchandise, and pinned their faith and the advertisers' money to spreads designed to "force" the stocking of the advertised goods by the cowed and subservient merchant. Verily, "the world do move."

CANADA APPEALS TO YOU

THROUGHOUT the length and breadth of this fair Canada of ours, the appeal goes forth on November 12 for subscriptions to Canada's Victory Loan. Many and varied have been the calls made on the generosity of our citizens, nearly all possessing to a greater or less degree real merit. The call now being made contains a message to each and every citizen which the future of our country demands must be read and answered—not from the standpoint of generosity, but from the standard of good business.

The position Canada holds in the eyes of the world is an enviable one for a nation so young. Our accomplishments have been many and all attained without any great bluster or flurry. Canada is making further demands now in her Victory Loan—will she fail in this hour of her national honor? Our pride says, NO!

The development of our agricultural resources rests in our ability to market the products raised on

our farms. To market our surplus farm produce, we must extend credit to our Allies and pay our farmers. This can only be done by subscribing liberally to Canada's Victory Loan. Will Canadians fail her farmers—the backbone of the nation's wealth? Again we say, NO!

The continuation of our manufacturing establishments as factors in making munitions, in turning out ships, in supplying food to our Allies, rests on our supplying the necessary capital to pay the manufacturers for their output. Will we let our machinery stand idle—will we permit the cry of unemployment to ring through our land when our Allies' need is so great? Never!

And more than all these, will we let the appeal of the boys who are now on the battlefields of Europe go unheeded? Do not those who are sacrificing more than money can ever buy deserve every cent of backing which we can give them? Are we going to fail those boys who have made Canada's name one to be feared by the terrible Hun—who have made Canada's name respected by the nations of the world? Our answer must be emphatically, NO!

On November 12 you will have an opportunity to prove yourself worthy of the sacrifices our boys have made. The government will ask the people—and you, as one of the people—to lend Canada sufficient money to back up the efforts of these brave men. Canada must not and will not fail.

STRONGER TONE IN LEAD MARKET

THE bottom seems to have been reached in the lead market; as a matter of fact the leading producer has put into effect an advance of ½ cent over last week's 5½ cent New York price. The advance in price is believed to signify that the Government has made arrangements with the producers for their November-December requirements, although nothing definite has been given out as yet.

With the government order taken care of and independent concerns quoting 6 cents or higher, it was to be expected that the largest producer would get this extra ½c per pound. The trade from consumer to producer is taking an interest in the market again and inquiries are numerous from all directions.

It would seem that very few orders were placed at the 5½ cent basis. The volume of inquiry prompted the independent producer to uphold prices and sales were effected at a considerable advance. It is expected the demand from Canada will improve and altogether the situation shows more strength than for some time past, as the largest producer can't or won't supply the demand at the prices which they established.

During the last two months declines have been the order of the day in the lead market, the 5½ cent price established last week being just half that ruling on August 29. This would indicate that the situation has been thoroughly bad, but the advance of ½ cent and the stronger tone in evidence this week may mean that a satisfactory adjustment has been reached among producers. Present indications point to the market holding firm, with some advances likely to be recorded.

THOSE OLD ACCOUNTS AND THE VICTORY LOAN

THOSE old accounts, those accounts which you have kept in the background as ones which you will collect some day, should be collected now. The prosperity of the country is such that every man has benefited and there is no reason why you should be the banker for those whose apparent intention is just to put off paying as long as they can. There's a patriotic reason why these should be collected now—invest the proceeds in war bonds. Canada's Victory Loan demands every dollar it is possible to subscribe. The security could not be improved upon.

CASHING IN ON PERSONALITY

ONE huge handicap under which the mail order houses work is due to the lack of personality. The heads of these concerns may secure honors—may keep their names and their pictures to the fore, where they may be seen of men and women. But these men can not be personally known to their customers in any such way as may the merchant in a town or city.

Here then is the merchant's opportunity. He may cash in on personality.

This is being done in many ways. Some merchants make a point of meeting every one, of going everywhere. One, gifted with Irish wit, is frequently called upon to act as chairman at entertainments. He is a genial soul who loves such affairs and would probably attend many irrespective of the business advantage, but the point is that profit does come. People all over get to know this man—to think of him as a friend—to turn naturally toward his store when in need of such goods as he supplies.

Another merchant, of a different temperament, has secured a wonderful connection, especially with the farm trade—by quietly going about seeing that every one is getting satisfaction; by taking up personally little matters about which the customer inquires. This is not the class of man whom people just naturally address by his first name. But he is a man of the greatest integrity, and he has quietly made his character stand him in good stead as a business asset.

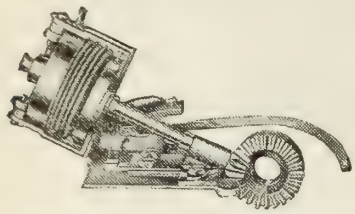
Personality is the scourge to make the mail order house wince. It should be employed continually, but naturally—each merchant using *his* personality, not trying to adopt that of another. Traveling under false colors tends to make one ridiculous, but for each in his own way to make the customer feel that his affairs are of interest to the merchant is sure to build for present and future profit.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

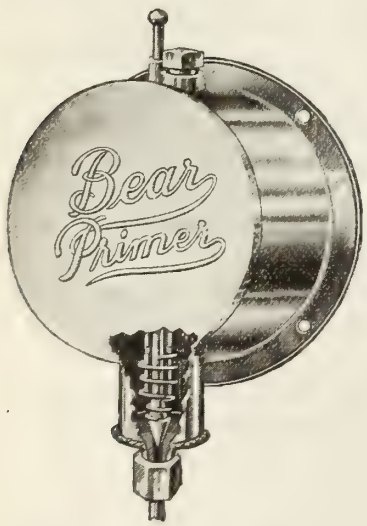
"BEAR" STARTER AND PRIMER

Bear Mfg. Co., Rock Island, Ill., are marketing an engine starter for Ford cars which is claimed to be the only mechanical starter that spins the motor. The starter works on a handle from the



"Bear" starter for Ford cars.

dashboard and a choker is provided to choke the carburetor. The starter is under the hood and out of sight, but is not connected with the motor. One pull on the handle is said to turn the crank a complete revolution past two compressions and two ignition points and to start the motor without further attention. The advantage of this starter is claimed to be that the crank can remain attached for operation by hand at any time without interfering with the starter, and also that it does not interfere with the fan belt or commutator. The feature of the Bear starter is said to be the three-to-one gear which is driven by a tapered drum. This drum revolves three times with each operation, giving both leverage and speed. There are said to be no corners or pulleys to work around and therefore the pulling is easy.



"Bear" Primer for all gas engines.

"Bear" Engine Primer

This company is also marketing the "Bear" primer for attachment to any auto or gasoline engine. It is said to be the only self-measuring primer and is claimed to give correct charge every time; carries gas to both ends of manifold direct to intake ports; no pumping, it works by gravity; and the only primer that cannot leak. There are no pumps or intricate parts to the "Bear" primer and it is therefore claimed that there is nothing to get out of order and nothing to wear. The primer is said to last as long as the car, and to save much fuel expense.

Other lines made by this company include Ford running-board and fender supports, which are claimed to make the frame of the boards as strong and rigid as the frame of the car itself.

A Ford crank release also manufactured by this company is said to avoid dangers of cranking when the engine backfires.

HODELL FLAT LINK CHAIN

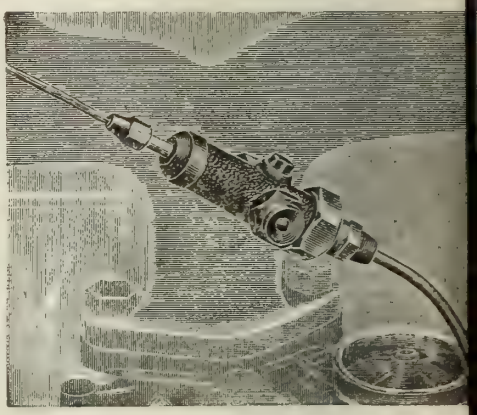
The Cleveland Galvanizing Works Co., Cleveland, Ohio, are introducing the Hodell flat link chain which is claimed to represent a real advancement in the chain industry. In general appearance

"Hodell" Flat Link Chain.

the chain is very similar to other types of flat link chains, but a detailed examination shows many points of difference. The Hodell chain being of flattened wire is claimed to substitute smooth rounded edges and contacts for the sharp, slightragged, square sides and contacts of the cut chain. The grain is also said to run with the strain instead of across it as in the cut chain and this is claimed to make for more even bending as well as greater strength. At the loop end the links are almost identical in appearance, but at the eye the Hodell link shows three wires, the two ends coming on the inside and being laid together to form double width contact, the ends lapping so as to prevent the loop of the next link from slipping back and wedging. The lapping and placing of the ends is claimed to be such that they brace the loop and reinforce it against flattening under strain. The Hodell chain is therefore claimed to be smoother and more flexible in practical handling and also less inclined to kink or buckle. Absence of strength under strain is claimed for the Hodell chain as compared with ordinary die-cut chains, and the former type is also said to stand much longer wear owing to the smooth action of the chain which has been compared to that of a roller bearing.

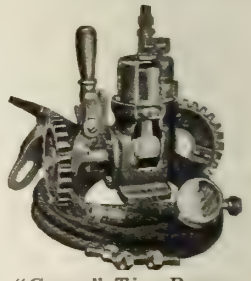
ENGINE PRIMER AND "CRANE" TIRE PUMP

Bay State Pump Company, 100 Purchase St., Boston, Mass., are marketing the "Copley" Primer which is claimed to



"Copley" Engine Primer.

be the only Primer using the carbureter principle of high velocity air to break up the gasoline into thoroughly atomized explosive priming charge and using the suction of the engine to draw the charge. It is also claimed to be the only Primer having no gasoline pipe to the dash and therefore leaky connections are largely eliminated. The Copley Primer is attached to the intake pipe of the engine and is connected with the gasoline line back of the carburetor. The priming valve is opened by a pull knob on the dash and closes itself automatically when the dash pull is released. The device is said to have been designed to meet the big demand for a dependable



"Crane" Tire Pump.

method of instantaneously starting cold motors and to end the drain on batteries and back-breaking toil in cranking the engine by hand.

(Continued on page 47.)

Aluminum Cheaper Now by 25% Than at High Point of War

Ingot Aluminum Has Advanced Over 100 Per Cent. as Compared with Pre-War Prices, While Aluminum Ware Has Advanced Approximately 20 Per Cent.—Amount For Ware is Restricted

INGOT aluminum is now selling at 60c per pound, while the highest point reached during the war was 80c per pound. This is a reduction of 25 per cent. The normal price of aluminum is in the neighborhood of 25c per pound. About six months ago there was a turn in the tide of aluminum affairs owing to the better supplies that were being turned out by the producers in the United States. Heavy supplies were accumulated in that country and owing to the operation of the embargo which prevented the exportation of the metal except where it was to be used for war purposes the domestic trade in Canada has not been able to get all supplies that it would otherwise require. All aluminum sheets are now brought into Canada from the United States for use in aeroplane manufacture where formerly they came from Scotland. There has been a restriction of the amount obtainable for aluminum ware due to use for war purposes. Aluminum ware has not advanced in the same proportion that the ingot metal has advanced. For instance the advance on ingot metal on the basis of to-day's prices has been over 100 per cent. while manufacturers state the advance on aluminum ware has been in the neighborhood of 15 to 20 per cent. over pre-war prices.

Exchanging Scrap for Sheets

While there is an embargo on the use of sheets for uses other than war purposes there is a way by which producers of aluminum ware in Canada have been able to get supplies, namely, in the exchange of scrap aluminum to the rolling mills for the finished sheets. Aluminum secured in this way can be used in ware. The situation at the present time, however, is not promising so far as supplies for aluminum ware are concerned as the amount available for this purpose is greatly restricted. Governments of both the United States and Great Britain are bending all their energies toward getting sufficient supplies for war purposes. The British Aluminum Company, having no less than five large plants for the production of aluminum, and which formerly shipped large quantities into this market, have not been shipping to Canada since the war started. This company has the parent plant at Kinlochleven in Scotland, another at Fryers in Scotland, two in Norway and one in Switzerland. Since the outbreak of war the output of these plants has been taken by the Government. In the United States the Aluminum Company of America is the big producer of the metal which comes from the States of Arkansas, Alabama and other parts of the South. This ore is shipped to St. Louis where it is refined and shipped to various rolling mills throughout the country. One of these plants is located at Niagara Falls and another at Messina. The Northern Aluminum Company is the Canadian producing company with rolling mills at Shawinigan Falls, Quebec. The branch of the British Aluminum Company is still operated in Canada, but they now obtain their supplies from United States sources to replenish their stocks, as supplies no longer come forward from the mills in Scotland.

Aluminum Tube Not Being Produced

One of the lines that is not being produced by mills at the present time is tubing. Tubing is made by the extrusion method under hydraulic pressure of which there are perhaps not more than fifty machines on this continent. These machines are now being used in the production of brass and copper bars and shapes. Aluminum tubing was formerly used extensively in tanneries where certain chemicals have a corroding effect on other metals. It is also used in pipe organs and water heaters, together with other uses. Aluminum is approximately one-third the weight of copper and as such is considered one of the cheapest non-ferrous metals. Copper for instance is quoted at the present time at 32c per pound while aluminum is quoted at 60c per pound. When the difference in weight is taken into consideration it will be seen that copper would cost at the rate of 96c per pound of aluminum.

Prices on Aluminum Products

The market on aluminum metals is holding steady at the present time and dealers do not anticipate that much easier prices will prevail as long as the present heavy war demand keeps up. Prices quoted on the various lines of aluminum products are as follows:

Ingot aluminum	$0.80
Sheets, up to 36 in. wide	0.80
Pyramid and fluted matting	0.80
Aluminum wire, base No. 20 to 3/16 in.	0.90
Rivets, ⅛ in. to ¼ in. diameter	1.50
Tubing (to extent of stock)	1.00
Half oval bars	0.75

Shortest Working Season in History of Glass Industry

Estimated Will Not be More Than 40 Per Cent. of Normal Production—Manufacturers Assert Prices Will Have to go Higher—Canadian Glass Man's Opinion.

INTIMATIONS recently made in HARDWARE AND METAL anent firm situation that exists in the glass market are further borne out in an interview with J. W. Hobbs, managing director of the Consolidated Plate Glass Company of Toronto. Mr. Hobbs has recently returned from an extensive trip through the glass producing sections of the United States. He was therefore in a position to gain some first-hand information respecting the glass industry. In substance he asserts that the production of glass will be greatly curtailed and that prices are almost sure to go higher. Asked about the situation by HARDWARE AND METAL, he said:

"The window glass manufacturers of the United States are not very hopeful of a coming successful season. Five years ago, most of the manufacturers depended upon natural gas; to-day, about 50% are using producer gas. The West Virginia gas fields are the last to show signs of exhaustion. In the winter of 1916 and 1917, many of the manufacturers there were obliged to cease operations entirely, owing to lessened gas pressure. Slightly less than half of the window glass made in the United States is manufactured by hand; in normal times the makers put in blast in October, following the wage scale adjustment, usually made in August. Up to November 1 of this year, there had been no wage scale settlement, the manufacturers and men failing to come to an agreement.

"It takes about a month to start blowing glass after the furnaces are lighted and these may not have been lighted yet. There will be no hand made glass before January, 1918, and by reason of climatic conditions the work must cease about the first of May, so the working season will be the shortest in the history of the industry.

"Most of the machine plants use wholly, or in part, producer gas. With the shortage of coal and the shortage of cars for supplies, it is estimated that there will not be more than 40 per cent. normal production.

"There is not sufficient coal mined to supply the demand and certain users such as the railways, public utilities, domestic users and munition manufacturers, must receive the preference. Other manufacturers will be dealt with in accordance with the importance of the industry toward the one great object—war. This means that the glass industry is far down on the list.

"The retail hardwareman, looking at to-day's cost, and recalling prices of a few years back, about one third less, is inclined to think that window glass has reached its last advance. Such, however, is not the case.

(Continued on page 47.)

EVENTS IN THE TRADE

BUSINESS CHANGES

Fort William, Ont.—Gerry Bros., hardware, have been succeeded by Ira N. Gerry.

Hamilton, Ont.—P. Cheeseman, manufacturers of brick and hardware, have sold hardware business.

Carsland, Alta. — Duncan Trading Company has been succeeded by G. H. Hill, hardware and groceries.

TRADE NOTES

Montreal, Que.—Mrs. J. R. A. Boulais has been registered for J. R. Boulais hardware.

Montreal, Que.—W. C. Wall and A. F. Wall have been registered for Wall Bros., hardware, paints, etc.

OBITUARY

Montreal, Que.—J. C. Jones, hardware merchant, is dead.

Toronto, Ont.—W. R. Brock, Hon. President and Chairman of Canadian General Electric Co., is dead.

Wingham, Ont.—G. Lavis for thirty-five years agent for Massey-Harris Company in Clinton, Ont., is dead.

London, Eng.—George T. Holloway, eminent metallurgist and British nominee on the Royal Ontario Nickel Commission, is dead. Mr. Holloway was head of the firm of George T. Holloway & Co., London, Eng., and was regarded as a high metal authority.

Horace S. Wilcocks, vice-president and managing director of the North American Chemical Co., and director of the Decalcomania Co. of Canada, died suddenly at his home, 34 Nina Avenue, Toronto, last week. Mr. Wilcocks was born at Kingsey, Que., in 1862.

FIRE LOSS

Chatham, Ont.—Fire recently damaged the plant of the Gray-Dort Motor Company.

Toronto, Ont.—Fire believed to have been caused by spontaneous combustion early Saturday morning destroyed the forging plant of the Cluff Brothers Ammunition Co., of 28 Atlantic Avenue. The loss is placed at $200,000, all of which is covered by insurance. After the fire R. J. Cluff intimated that the plant would be rebuilt as soon as possible.

PERSONAL

J. D. H. Browne, hardware merchant of Sault Ste. Marie, was a recent visitor to Toronto.

B. B. Halladay, manager of the western Canada branch at Winnipeg of the Canada Cycle and Motor Company, has been appointed sales manager at Toronto.

W. J. Wilson, sales manager, Winnipeg Ceiling & Roofing Co., has returned from a trip throughout Western Canada.

Lloyd Harris, president of the Russell Motor Co., Toronto, has undertaken, at the request of the Imperial Munitions Board, the duty of representing the Board at Washington, D.C.

H. J. FULLER

President Canadian Fairbanks-Morse Co., who was one of those assisting in negotiations which will lead to the United States placing large munitions contracts with Canadian manufacturers.

H. J. Fuller of New York, president of the Canadian Fairbanks-Morse Co., has been appointed to represent the Imperial Munitions Board in New York in connection with munitions and marine equipment contracts.

MONTREAL NEWS

C. W. Veyfey, wholesale manager of the Hudson's Bay Company of Winnipeg, spent several days in Montreal, and while here made the Montreal offices his headquarters.

A. H. Jenkins, of the A. C. Leslie and Co. staff, Montreal, is at his desk again after a prolonged and severe attack of rheumatism and nervous trouble. His recovery, we regret to say, is only partial, but he is much improved in health.

ST. JOHN, N.B., NEWS

A. J. Everett and W. H. Atchinson, both former members of the staff of Emerson & Fisher, St. John, reached home this week, having been invalided on account of ill-health. Everett served at the front with the Princess Pats and Atchinson with the Fighting 26th.

Stanley E. Elkin, president and managing director of The Maritime Nail Co., St. John, is mentioned as the probable Liberal nominee on the Union government ticket in St. John, taking the place left vacant by the appointment of Hon. William Pugsley, M.P., as lieutenant-governor of the province.

Lieutenant-Colonel J. L. McAvity, president of McLean Holt Co., St. John, former commanding officer of the 26th Battalion, C.E.F., has been selected as the commanding officer of the New Brunswick depot for the training of men under the Military Service Act. He is now completing his preparations for the work.

Almost at the same time that Hon. F. B. Carvell, the new minister of public works, announced in St. John that the million dollar breakwater would not be built at present as the money is needed first for munitions, another announcement was made to the effect that McAvity's big munition plant would again operate on full time.

In addition to the new shipbuilding plants mentioned in these columns last week, the prospects for another on the New Brunswick coast have been announced. J. A. Gregory, of St. John, has practically agreed to take over the old shipyard site in St. George, Charlotte County, and commence operations there. He has extensive timber holdings in that section of the country.

INDUSTRIAL NOTES

Stratford, Ont.—Stratford Tire Vulcanizing & Welding Plant has dissolved.

Medicine Hat.—The Dominion Glass Co. has taken over the Alberta Bottle Works.

Winnipeg, Man.—Galt Art Metal Company, Ltd., sheet metal manufacturers, are closing here.

Hamilton, Ont.—Frost Wire Fence Company will erect a $25,000 addition to their present plant.

Essex, Ont.—Essex Tractor Company is planning additions to their plant to double the output of tractors.

Montreal, Que.—Duncan R. Campbell & Co., mail order house, has dissolved. A new firm has been formed under same style.

Welland.—The Canada Foundries & Forgings Co. have recently secured some important orders for marine forgings.

Victoria, B.C.—Consolidated Mining and Smelting Company of Trail have received an order from the Imperial Munitions Board for 6,000 tons of lead.

Dartmouth, N.S.—The Liquid Air Society, Montreal, have purchased a site on which they will erect an acetylene plant.

Sydney, N.S.—The Sydney Foundry & Machine Co., will build a foundry at Halifax, to cost $7,500. Wilfred Clarke is manager.

New Glasgow, N.S.—The Nova Scotia Steel & Coal Co. will make a number of extensions and improvements to their steel plant.

Vancouver.—The Pacific White Lead Co. of Montreal will build a plant on Industrial Island, B.C., for the manufacture of lead, paint, etc., to cost $50,000.

Watford, Ont.—The St. Andrews Wire Works of Canada, Ltd., has taken a building at Strathroy, Ont., which it will remodel and equip for the manufacture of wire products, etc. G. M. Haldane is local manager.

Hamilton, Ont.—The Dominion Foundries & Steel Co. has started operations at its new plate mill. In the meantime it is understood that the plates will be made from rejected shells. The mill will roll plates from ¼ inch to ¾ inch thick, 24 inches wide and any weight up to 500 pounds.

Toronto, Ont.—Judgment in favor of the Dominion Radiator Company of Toronto, against the Steel Company of Canada, of Hamilton, was recently delivered. The suit was for $27,995 damages for failure to deliver pig iron under two separate written contracts.

New York, N.Y.—The Bethlehem Steel Corporation has received orders from the United States Government for over 150 torpedo boats, to cost around $1,500,000 each. This would make the total value of the order approximately $225,000,000, which is the largest contract from the amount of money involved awarded by the Government since war was declared.

INCORPORATIONS

Vancouver, B.C.—The Wallace Foundry Co. of North Vancouver has been incorporated with a capital of $75,000.

Heating Specialty Co. has been incorporated by James Parrish, Samuel Egan and William A. Ross of Toronto to manufacture stoves, furnaces, gas, electric and steam heaters of all kinds at Toronto with a capital stock of $50,000.

COMMERCIAL TRAVELLERS ELECT OFFICERS

On. Nov. 3 the London, Ont., Commercial Travelers' Association elected their officers for ensuing year, all going in by acclamation. The retiring president was C. W. McGuire, London, Ont. The following will direct the affairs of the association during the coming year: President, J. H. Grant, London; first vice-pres., G. Morley Adams, London; second vice-pres., E. N. Hanna, London; third vice-pres., John Lennox, Hamilton. The directors elected are: F. E. Harley, A. E. Cowley, J. H. Laughton, R. W. Kingswood, A. W. Howe, W. B. Screaton, and A. E. Ferte, London; C. E. Secord, Brantford; Geo. W. Fulman, Chatham; R. B. Griffith, Hamilton; J. T. Grant, Kitchener; W. D. Martin, Stratford; Geo. T. Ayerst, St. Thomas; W. Lind, Toronto; N. E. Sherwood, Woodstock.

The Ontario Commercial Travellers' Association at present holds war bonds to the extent of $118,000, and it was decided to invest in the Victory Loan to the limit of available funds.

NEW GLASS WORKS

Consumers Glass Co. Will Be Operating Soon With 500 Workmen

Definite steps have been taken for the organization of a new glass industry in Canada, and it may be assumed that the men behind the Consumers Glass Company make it certain that a vigorous development will be carried on. F. P. Jones, president of the Canada Cement Company, has been chosen president of the glass company, and Henri Jones, a well known manufacturer of colorings in Montreal, will be vice-president. The capitalization is $1,000,000.

The new company has taken on a factory situated in Ville St. Pierre, a suburb of Montreal, with 700,000 square feet of property, and connection with the C.P.R., the Grand Trunk, and the Lachine Canal. It is expected that operations will commence about the first of the year, and that 500 men will be employed.

Speaking to HARDWARE AND METAL, Mr. Jones stated that the company considered that there was ample room for a new glass factory in Canada, as the existing one was unable to supply the demand and large quantities had to be imported. The original company was the Atlas Glass Works, Limited, but in 1914 the company was reorganized as the Premier Glass Works with an authorized capital of $3,000,000. Some time after the interests of this concern were secured by Mr. Jones, and he has organized the Consumers Glass Company.

The organization of this new works is an important indication of a tendency among industrial men in Canada to develop in this country the production of goods that will lessen our import requirements and hold the balance of trade on the positive side for the future.

LUNENBURG, N.S., MANUFACTURERS PROSPEROUS

The manufacture of internal combustion engines for the use of fishermen and also power winches for hoisting of sails and cargo and the heaving of anchors on schooners is being conducted in Lunenburg, N.S. This business has grown tremendously during the past year or two. Fishermen as a class have reaped a harvest from the sea this year. Catches were large and prices never so high as now. These are elements which have influenced sales of these engines to large proportions.

CATALOGUES and BOOKLETS

VEST POCKET INFORMATION

A little booklet, which contains a list of all the products manufactured by the E. I. du Pont de Nemours and associated companies, namely, Du Pont Chemical Works, Du Pont Fabrikoid Company, the Arlington Company, and Harrison's, Inc., has just been issued.

The booklet does not indicate who uses the products or how they are employed, but it will no doubt prove of interest as well as of value to many mercantile and industrial men. It is small enough to fit in a busy man's pocket.

NEW GAME TRAP CATALOG NOW BEING DISTRIBUTED

A new Game Trap Catalog illustrating and describing the complete line of traps manufactured by the Oneida Community is now being distributed among the trade in the Dominion.

The manufacturers intimate that this new book is in many ways far in advance of any literature they have previously published featuring their line. It is stated that the cover, which is a five color lithographic reproduction of a poster by L. N. Britton, can also be furnished in display card form for counter or show window use. The inside pages, in two colors, are so arranged as to permit quick reference to any style of trap manufactured by this company. Complete specifications of all Oneida Community Traps are given as well as actual size photographs of some styles and sizes.

COMMUNITY PLATE CATALOG

A new catalog featuring the various plates and patterns of silverware manufactured by the Oneida Community is now being distributed among the trade.

For the cover, the Community has chosen a Coles Phillips portrait of a charming girl, painted in full color from a living model. As it appears on the catalog lithographed in ten colors, it is a reduced reproduction of the new Community Plate window display. The window display itself measures 28 in. x 46 in. high and is printed in twelve colors and gold by a special process that insures exact color reproduction of the original painting.

The inside pages of the new catalog, thirty-two in all, illustrate and describe the various patterns and pieces of Community Plate, as well as those of Oneida Community Reliance Plate and Par Plate.

Of special interest are the full color reproductions of the store display trays, display cards, street car cards, window cards, folders and other dealer's aid material, together with three of the 275 newspaper electrotypes especially prepared for the Community dealer's use in his home newspapers.

THE CLERKS DEPARTMENT

BUYING ALL WAR SUPPLIES FOR UNCLE SAM'S FORCES

Frank A. Scott, Who Formerly Manufactured Machine Tools, is Now Directing the Manufacture of the Implements of War.

THE policy that President Wilson adopted, of bringing in men of proven ability in business. has resulted in gathering around the Administration at Washington a group of very able men to direct what might be termed the business end of the war. These men are organizing the nation, directing and developing American resources toward the purposes of war and laying plans for putting behind their armies when they take the field the whole weight of American wealth and strength. One of the outstanding men in this group is Frank A. Scott, chairman of the War Industries Board, and Theodore Tiller gives an interesting sketch of him in Munsev's Magazine:—

One day in the year 1885 a twelve-year-old boy, who had to leave school and make his own way in the world on account of his father's death, applied for a job in a railroad freight office in Cleveland, Ohio.

"I'm afraid you won't do," said the chief. "We need a boy, but you're not tall enough to reach the letter-press."

"Well, couldn't I stand on a box?" suggested the young seeker of employment.

That day a box was added to the equipment of the freight office and the name of Frank A. Scott to the pay-roll.

It was this same Frank A. Scott, advanced to be manager of an important company manufacturing machine tools and instruments of precision, whom Secretary Baker summoned to Washington shortly after the declaration of war with Germany. After an interview with the Secretary of War, Mr. Scott returned to Cleveland and wrote two letters to his business associates. One was an offer of his resignation; the other a request for an indefinite leave of absence.

The heads of the company preferred to grant the latter. Consequently Mr. Scott is in Washington on indefinite leave, and he is not likely to clean off his desk and start for home until the war is over. After serving for a time as head of the Munitions Board of the Council of National Defense, he has undertaken still larger responsibilities as chairman of the War Industries Board, the central purchasing agency of the government—a body that will have to spend a good many billions of the nation's money.

The general nature of Mr. Scott's work can best be explained, perhaps, by quoting a statement which he made shortly after he went to Washington, and in which he spoke very frankly of the difficulties confronting the government in organizing the national forces for war.

"The United States has the greatest prescription in the world to fill, and is about to take it to a corner apothecary shop," was the way in which he candidly summed up the situation.

Systematic organization of our industrial resources, standardization of purchasing methods, and co-operation among all government agencies—these were the three great objects for which he saw that it was necessary to work.

How to Organize For Victory in War.

"Men, metal, and machinery are the three 'M's' that go far toward national ability to wage modern war successfully," he said. "The United States is rich in all three. Can we make them available in the right time and in the right way? We can answer that question in only one way. We face the problem, and we must find the answer. We must analyze our task, co-ordinate our efforts, standardize our needs, economize in our methods, and then produce, produce, produce.

"Our three million square miles of territory contain the greatest aggregate natural wealth on the globe. Our hundred millions of people are the most resourceful and energetic of any equal number on earth. Our scientists, workmen, and executives need yield first place to none. To assure victory, these resources of men and material must now be welded together and directed into channels that will carry a ceaseless flow of fighting men and fighting material toward the battle-front.

"To-day, when we speak of munitions, we mean much more than guns and powder. The munitions of a modern army are the entire resources of the nation made available for its fighting men."

A man of infinite tact and extraordinary executive ability was needed at the head of the War Industries Board, and Washington believes that Mr. Scott will fill the bill. He has started off well, using thorough business experience and his knowledge of human nature, and taking a common-sense view of the difficulties, annoyances, and jealousies that inevitably arise when a great national emergency demands radical changes in governmental methods.

The Central Purchasing Agency.

The creation of the War Industries Board to a certain extent steps upon the toes of other purchasing agencies of the government; but it consolidates responsibility in the award of contracts, promises to still criticisms heard earlier in the war, and will soon demonstrate whether there is to be real system and co-ordination in the expenditure of the billions of dollars voted by Congress.

There have been published reports of rumblings of discontent in the peace-time purchasing departments of the army and navy; and there might easily have been justification for them had men of less ability been selected for the War Industries Board. Mr. Scott, since he was first appointed to the Munitions Board, has been winning over critical military men—men naturally inclined to believe the war should be conducted wholly by the army, and that civilians are poor managers of army business. Accustomed to dealing with men of all classes, he has been notably successful in keeping down friction, in co-ordinating the work of the Council of National Defense and the army bureaus, and in bridging the chasm between the military and civilian way of doing things and thinking about things.

It is no new story that the purchasing system of the United States government, through many years of peace, has been on far from an ideal footing. Departments using the same material have purchased through different agencies and at different prices. They have frequently bid against one another. This is what the late Senator Aldrich had in mind when he said that he could save the government three hundred million dollars a year by conducting its business as any good merchant would conduct his establishment.

When Secretary Baker called Mr. Scott to Washington, he knew that different officers of his department were out in the market bidding against one another for supplies. He knew that they were competing with official agents of the Navy Department, who had urgent instructions to get similar goods. The result, of course, was a colossal and utterly needless waste of the government's money.

The Shipping Board row, fortunately ended since then, furnished an interesting side-light upon conditions of that sort. For the emergency fleet, General Goethals was about to purchase steel at ninety-five dollars. He said haste was the main consideration. Secretary Daniels, of the navy, stated that he was buying steel at about two-thirds of the price which it was proposed to pay for the construction of the government's merchant fleet.

This illustrates the helplessness of a government if it does not quickly mobilize its resources and standardize its methods when war comes. The controversy over coal prices, with one official department declaring a certain rate reasonable and another department declaring it unreasonable, is but another instance of the necessity for the creation of a central and authoritative War Industries Board.

Not Strictly an Official Body.

It would be noted here that, strictly speaking, the status of the War Industries Board is to a certain extent unofficial. It has no authority in law to sign, seal, and deliver a contract without the final approval of a Cabinet officer. For example, the Secretary of War must sign the contracts for the purchase for his department, and must approve the expenditure of all appropriations voted for it. To all intents and purposes, nevertheless, the War Industries Board determines who shall get contracts, and at what prices.

The War Industries Board deals with

the selling public. It takes whatever steps it may deem necessary to promote production and to expand the business of supplying the munitions and materials of war. It finds the source of supply, negotiates options, and agrees upon prices for the big and little things needed by our armed forces. It prevents the government departments from bidding against one another, and makes effective a co-ordinated purchasing system—a system such as Frank Scott would use in his business in Cleveland, but which, until now, Uncle Sam has never undertaken.

Contracts approved by Chairman Scott and his board, and sent to the proper officials for routine signature, will be the real contracts in this great war; for when a contract gets Mr. Scott's "O.K.," the trade is practically closed.

"In the work of assisting the War and Navy Departments in securing munitions, the General Munitions Board, whose functions the new War Industries Board has taken over, has performed yeoman service in developing new sources of supply for gun-forgings and other essentials to the manufacture of artillery," says a statement issued by the Council of National Defense. "The efforts of the board have not been confined to guns and ammunition, however. Almost all kinds of supplies come under its jurisdiction, including carriages, timbers, caissons, forge-wagons, military vehicles, steel helmets, surgical supplies, optical glass, gages, tools, and dies of many kinds. Besides this, all kinds of questions as to price, priority of shipment, and methods of expediting production have been referred to the board for advice. The board has also served as a clearing-house for innumerable related problems coming both from the departments and from the council's committees on munitions, raw materials, and supplies."

Scott's Personality and Career.

Frank A. Scott is a broad-shouldered rather stockily built man, who has a way of looking other men straight in the eyes, speaking frankly on all subjects, and keeping his promises to the letter. He has an abundance of hair, which he parts near the middle, candid gray eyes, and an unassuming manner. He is a democratic fellow in a big place.

Scott is a man to whom his associates and subordinates find it easy to be loyal. He is always willing to give credit to some one else's suggestion, and to express appreciation of a good piece of work. He makes a systematic practice of delegating authority so as to stimulate the initiative of the men about him.

He was born in Cleveland forty-four years ago last March, and was attending the public schools there when, as has already been told, his father's death compelled him to go to work for a living. He kept up his studies at night, however, under John H. Dynes, of the Western Reserve University; and he has always been a great reader.

From the railroad freight office where his career began his upward progress was for a good many years steady but uneventful. With his remarkable memory and natural aptitude for figures he gained a thorough knowledge of the freight business, and when the Cleveland Chamber of Commerce created a committee on transportation, the position of assistant secretary and freight-rate expert was offered to him. He accepted, and though he was only twenty-two years old, he was speedily promoted to the more important post of secretary of the Chamber of Commerce.

Scott was now brought into almost daily contact with the leading men of the big city on Lake Erie. Three of them, in particular, watched the young secretary as he broadened. One was Colonel J. J. Sullivan, the millionaire Cleveland banker. He took a fancy to Scott, not only because he seemed to be a capable fellow, who would bear watching, but also, according to current report in Cleveland, because he didn't smoke cigarettes—a habit which Colonel Sullivan specially detested—didn't use profane language, and didn't develop an enlarged head as he rose in the world.

Colonel Sullivan—and some others, too—made note of the fact that Scott thought of things for the betterment of Cleveland and for the benefit of the Chamber of Commerce. They saw that he was a conscientious booster instead of a knocker, and that he had a talent for keeping the city and its great industries in the public eye.

So Colonel Sullivan engaged him as secretary and treasurer of the Superior Savings and Trust Company, with which institution he remained for three years. During that period he also served as receiver for the Municipal Traction Company. He had now set his foot firmly upon the threshold of the world of larger business, and it was merely a question of what upward step he would next take.

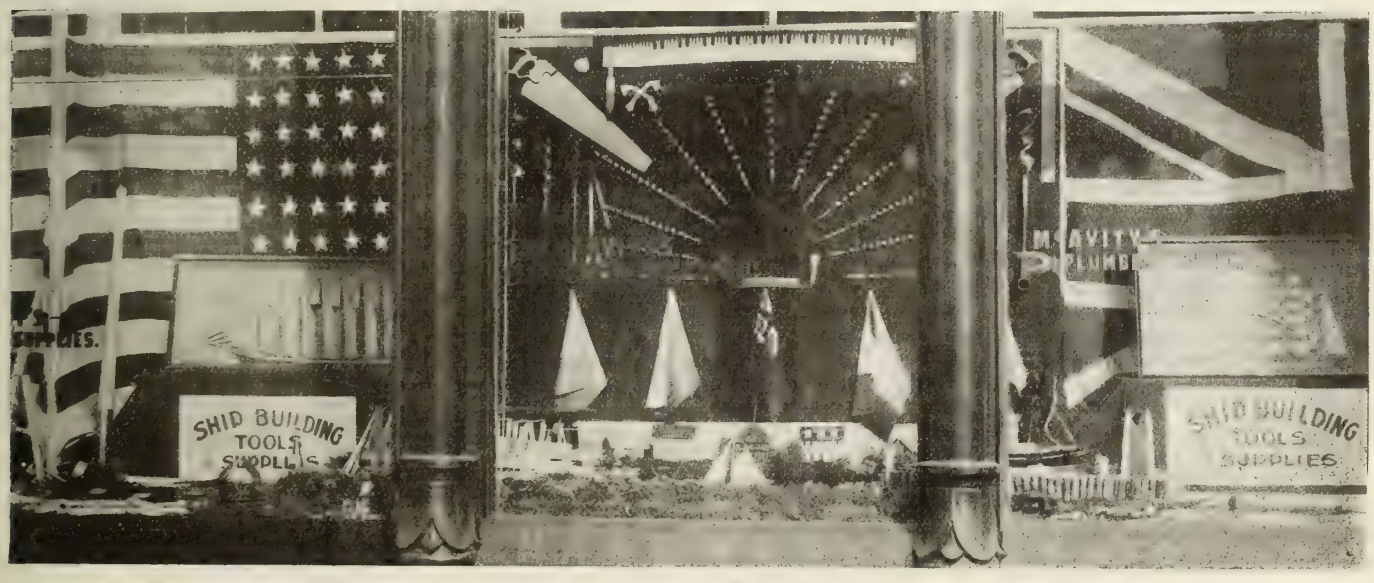
Among the men who had an eye on Scott's progress were Worcester R. Warner and Ambrose Swasey, heads of a corporation manufacturing machine-tools, telescopes, range-finders, and similar instruments. In 1909 they invited Scott to become secretary and treasurer of their company. He remained with them until he entered the service of Uncle Sam, having meanwhile become vice-president of the concern and general manager of its business. In this capacity he has traveled widely, has made contracts in all parts of the world, and has acquired a store of expert information that is of material aid in his present work.

A Student of Military History.

Another thing that has helped to equip Mr. Scott for his position is his remarkable knowledge of military history. The great wars of the past have always been his favorite study; and he has another kindred hobby—the collection of firearms of all dates and types. These interests of his have undoubtedly made it easier and pleasanter for him to work with army and navy officers, who necessarily have their part in the operations of the War Industries Board.

"He probably knows more about the Civil War than any man in this generation," a friend of Mr. Scott recently said. "He can name every corps commander in the Union army, east and west, at a given time. He has stored away accurate information regarding the movements of the armies, all the offensive and defensive campaigns, and the particular stroke that won or lost a battle. His study of the Spanish-American War has been just as painstaking. In fact, though he is not called a historian, I doubt if there is a man in the country to-day better informed on the military history and progress of this nation."

He is a veritable encyclopedia of such facts as this, for instance—that in the battle of Gettysburg Meade's army had three hundred and ten guns, which fired a total of approximately thirty-three thousand rounds during the three days of the fight. British officers with whom he talked the other day told him that three hundred and ten modern guns would fire an equal number of shells within a comparatively few minutes.



REVIVAL OF SHIPBUILDING

When the revival of wooden shipbuilding at the port of St. John became an accomplished fact T. McAvity & Sons, Limited, inserted the window display reproduced above. The details of the window are: A water filled tank banked by sandy shores gives the proper atmosphere for a shipbuilding yard and on the shore appears the framework of a ship under construction and another near completion, but still on the stocks. In the "Harbor" a sailing vessel is afloat and on the other side appears a vessel in a dry dock to undergo repairs. In the background is a model village of workingmen's homes. Surrounding this striking scene is a display of materials and tools required for shipbuilding and repairing.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

TWO developments of more than usual interest to the hardware trade during the week were the firmer trend to the lead market and the activity and higher prices in the tin market. These movements may have a far-reaching effect on commodities in which the hardware trade is interested. One of the lines to show an immediate response to the condition in the lead market was solder, in which considerable advances have been made. Lead traps and bends are lines which show a decline in price during the week, due to declines that had previously taken place in pig lead. Advances in manufactured hardware lines have been quite numerous and include game traps, oil heaters, shotguns and rifles, shoe thread, sidewalk scrapers, sleighs and auto coaster wagons, and woodenware, such as lard and candy pails. Booking prices on black wire cloth have been announced. There is a firm situation in other lines of woodenware, such as tubs. Further declines have been registered in black sheets and galvanized sheets as the result of announcement of fixed prices in the United States. Supplies of iron and steel available for domestic uses will, in all probability, be further restricted, due to the intention of the War Industries Board of the United States to restrict the use of steel in the manufacture of automobiles. Business in hardware lines is reported splendid, with considerable movement of goods to Northern and Western points which take advantage of water transportation before the close of navigation. This goes into effect usually about the middle of the present month.

MONTREAL MARKETS

MONTREAL, Nov. 7.—There are a few changes this week, among which are the following:—The list price on riveted scoops has advanced $1.50 per doz. and on the socket scoops there is an advance of $1 per doz. Tin plate is scarcer than ever. Heaters are in very active demand. Coal oil and gasoline are moving freely. The price on lead bends has been changed from 20 per cent. advance to 10 per cent. advance on list. Quotations on ingot tin are higher by 2c to 2½c per pound. Pig lead is firmer with an average advance of ¾c per pound. There are no changes in cotton rope but the market is very firm. Game traps have advanced here about 25 per cent. Shoe thread has also advanced about 25 per cent. and the supply is scarce.

Shelf Goods Unchanged; New List On Scoops

Montreal.

SHELF GOODS AND HEAVIES:—There are no new changes in shelf goods this week. Business has quieted down somewhat, although orders from the country are reasonably good. There has been an advance in the list on socket handled scoops of $1 per dozen, and on riveted of $1.50 with discounts unchanged. Some country dealers are having supplies for winter sent them before the close of navigation and this has somewhat stimulated business. Bookings for spring are reported good.

No Price Changes In Wire And Nails

Montreal.

NAILS AND WIRE.—The demand for wire nails is only fair with sorting business the feature. Some dealers are securing supplies that can be had by boat delivery before the season closes, and this is mostly to fill in sizes. Wire is very quiet and the prices this week are not subject to change. Wire nails are selling at $5.50 base, per keg. Cut nails are $5.75 per keg base. Smooth steel wire is $6.50 base per 100 pounds.

No Changes Are Made In Iron Pipe Or Tubes

Montreal.

IRON PIPE.—There is nothing of interest in the iron pipe market this week. Business is only of a sorting nature and orders are very small. It is doubtful if any great demand could be supplied as there are no heavy stocks in store.

No Changes Recorded In Iron And Steel

Montreal.

IRON AND STEEL.—The demand for iron and steel is just fair with a firm market obtaining. Country dealers are buying in only a very small way and there is a tendency to keep stocks as low as possible until spring. There is still difficulty in securing supplies, but the lesser demand from dealers has eased conditions somewhat. Markets are unchanged with the following quotations:—

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Tin Plates Are Scarcer Than Ever

Montreal.

SHEETS AND PLATES.—The situation for tin and steel plates has not improved but rather is more acute. Tin plates are very hard to obtain. One large dealer says there will be little delivery possible before the end of the first quarter in the new year. It is perhaps known that no plates of one-eighth inch thickness or thicker can be imported, unless it can be shown that they are to be used for a purpose connected with prosecution of the war. Business is fairly quiet but the demand will be ample to use up all available supply.

MONTREAL—	100 lbs.
10 gauge	$12 50
12 gauge	11 60
14 gauge	10 05
16 gauge	10 15
18-20 gauge	10 25
22-24 gauge	10 40
26 gauge	10 45
28 gauge	10 55

Heaters In Big Demand; Range Business Fair

Montreal.

STOVES, RANGES, ETC.—There has been a better demand for heaters this fall than for some years and this continues to be good still. Manufacturers and dealers are receiving repeat orders and booked orders are being completed. There are no changes in prices and

stocks are light. The range trade is just fair but dealers have a tendency to buy only in smallest possible quantities. Oil heater business has continued brisk this fall.

Good Movement Of Gasoline And Coal Oil

Montreal.

OIL AND GASOLINE.—Business in oil is better with orders from country points increasing. This is due to the shortening of day light and, with colder weather prevailing, indoor life appeals to many who had spent more time outside. There is no shortage here of stock and prices remain unchanged with Royalite selling at 17c per gallon, Palacine at 20c and gasoline at 32½c.

Rope Demand Is Good With Prices Steady

Montreal.

ROPE AND CORDAGE.—There is a fair movement of rope to country points and some special orders are received by one firm which have increased its normal fall business. There are no changes, but the raw product is in firm market, as there is no guarantee that raw supplies can be secured when the present supply is exhausted, owing to transportation facilities. The advances of last week in cotton rope are firmly maintained.

Discount Changed On Lead Bends

Montreal.

LEAD PRODUCTS.—The movement of lead products is slow and there is but one change recorded, that of the discount on lead bends. This has been 20 per cent. on list and is reduced to 10 per cent. on list. Otherwise there is a fair amount of business.

MONTREAL—	
Lead pipe, lb.	$0.15
Lead waste pipe, lb.	0.16
Lead traps and bends	10% on list
Lead wool, lb.	0.15
Lead sheets, 3 lbs. sq. ft.	0.13¾
Lead sheets, 3½ lbs. sq. ft.	0.13¾
Lead sheets, 4 to 6 lbs. sq. ft.	0.14

No Movement In Old Metal Market

Montreal.

OLD MATERIALS.—The demand for old metals is very quiet indeed and there is no movement of consequence. There has been a weakness in old brass, which, however, has not called for a reduction in previous quotations. There is some prospect of an improvement locally by reason of the possibility of heavy requirements in the near future in some quarters.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	25 00	....
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08	....
Overshoes, lumbermen's rubbers		
boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 05½	....

Tin Is Higher; Lead Market Stronger

Montreal.

INGOT METALS.—There are two changes of an upward nature this week, and tin is quoted by one dealer 2 cents per pound higher while another quotes half a cent higher, making a range of from 70 to 72½c. Cable advices record a considerable advance in tin and within the past week two advances totalling ten pounds sterling have been made. Lead is in higher market at an advance of ¾c per lb.

TIN.—This is very scarce here and the market is firm with an advance again of from 2c to 2½c per pound. Dealers are quoting locally at from 70c to 72½c per pound.

COPPER.—The ingot market in copper is still confused owing to the uncertainty regarding the requirements, particularly, of the American government. Quotations are made here at 34c per pound.

LEAD.—The market for lead is stronger and an advance is recorded this week making present prices here from 9¼c to 9½c.

SPELTER.—The market is dull and uninteresting, with a very limited demand. Prices are unchanged at 10½c to 11c.

ANTIMONY.—In some quarters antimony is reported in better demand while others note a dull market. One firm reports a fair movement and quotations are made at 16c to 18c.

ALUMIUM.—The aluminum market is quiet and only a small business is obtaining. This is quoted at 60 cents.

TORONTO MARKETS

TORONTO, Nov. 8.—Changes in hardware lines have again been quite numerous, the majority of which have been in an upward direction. Exceptions to the advancing tendency was in the case of lead traps and bends and putty. Higher prices were made effective on oil burning heaters, rifles and shotguns, shoe thread, game traps, sidewalk scrapers, screen doors and windows, sleighs and auto coasters, speedometers, paper balers. Lower prices were also recorded on certain makes of automobile tire chains, following an advance recently recorded in this line. Business is reported good, with a good movement of commodities to northern points to take advantage of water transportation before the close of navigation.

Tire Chains Move Downward After Advance

Toronto.

AUTO ACCESSORIES.—Following a recent advance recorded in Dreadnought and Imperial automobile tire chains, there has now been made effective a decline in the Imperial line, which places them on same basis as before the advance recently recorded. The decline has been made in the list prices, and runs from 30c to 60c on some of the popular sizes. Prices given below are subject to a discount of 30 and 5 per cent. in lots of less than fifty and 30 and 10 per cent. in lots of fifty and over. Cross chains are quoted at the same discount as tire chains. Following are the list prices which prevail on some of the popular sizes:

	Dreadnaught	Imperial
30 x 3½	$4.50	$3.00
31 x 4	5.10	3.45
32 x 3½	4.80	3.30
33 x 4	5.30	3.60
34 x 4	5.50	3.70
35 x 5	7.00	....
36 x 4	5.80	4.10
37 x 5	7.80	....

Speedometers Make Considerable Advance

Toronto.

SPEEDOMETERS. — Higher prices were shown on J. M. speedometers. On the standard for Ford cars without instrument board the price has advanced 60c in lots of less than ten and 50c in lots of ten or more. The price for the standard Ford without instrument board was formerly $8.40 to the retail trade in lots of less than ten, and has now been advanced to $9. In lots of ten and over the former price was $8.10, while the price now is $8.65 each. Standard Ford with instrument board in lots of less than ten was formerly $10 each, and has now been advanced to $10.25. In lots of ten or more the former price was $9.80, and has now been advanced to $10. These prices are net to the retail trade.

Pocket Knives In Demand; Supplies Short

Toronto.

CUTLERY.—There is an eager demand for pocket knives at the present time, and wholesalers are unable to get sufficient supplies under present conditions. English makes have not been coming into this market for some time, and American pocket knives were sold up to the spring of this year, but the output of factories in that country has been sold up, and it is understood no further orders are being taken. Lines of table cutlery, such as carvers and knives and forks, continue to come forward from England, delivery in this respect being quite gratifying to the dealers in this district. Prices are holding steady, the greatest difficulty being to get the stock.

Fibreware And Wash Boards In Active Demand

Toronto.

TUBS, PAILS, WASHBOARDS.—The market for fibreware tubs and pails and washboards is one of continued strength. Prices are holding steady, and an active demand is reported. Prices have remained steady in these commodities for some weeks past. There is a fairly good booking business for future delivery, and spot business is keeping up well. Some concerns report a slight diminution in

sorting business, but for the most part business in these commodities is keeping up well.

Paper Balers Make An Advance Of $10

Toronto.

BALERS.—Now that the season for a better demand for waste paper is approaching, interest in paper balers is becoming more apparent. There is a better tone to the market for waste paper, and prices show some sign of firmness. One of the lines of balers to show a higher price this season is the Leader, which formerly sold at $65, and is now quoted at $75. Manufacturers stated they were compelled to advance their price owing to the amount of steel that enters into these articles, which has been at high levels for some time past. Climax balers continue to be quoted at $17.50 each.

Oil Heaters Make 10 Per Cent. Advance

Toronto.

HEATERS.—An advance of approximately 10 per cent. has been put into effect on Perfection oil heaters for booking prices delivery up to March 1, 1918. These stoves are now sold from list and discount instead of net prices as formerly. Following are the list prices on the various sizes: No. 520, $5.75 each; No. 525, $5.50 each; No. 530, $6.25 each; No. 630, $8.25 each. The above prices are subject to a discount of 25 per cent. Oil burning cook stoves are still quoted net list at $16 50 for three-burner and $21 for four-burner, with ovens for same at $4.50. This advance follows higher prices recorded in some other lines during the latter part of September.

Stevens Shotguns And Rifles Up 5%

Toronto.

RIFLES, SHOTGUNS.—An increase of approximately 5 per cent. has been made effective in the price of Stevens rifles and shotguns. On the rifles, Little Scout No. 14½ x .22 is quoted at $4, Favorite No. 17 at $8, Crack Shot No. 26 at $5, Visible No. 70 at $12.75 each. No. 12 x .22 is quoted at $6.50 and No. 12 x .25 at $6.50 each. No. 27 for gauges .22, .25 and .32 is quoted at $8.75 in each instance. No. 70 long arm is quoted at $12.75. In the shotguns, No. 235 x 12 gauge is quoted at $17.50, and No. 255 x 12 gauge is quoted at $21.75 each.

Shoe Thread Makes Advance Of 20%

Toronto.

SHOE THREAD.—Due to the firm situation in all cotton products, which in turn is the result of high prices in the raw cotton markets, there has been a considerable advance in shoe thread, amounting to approximately 20 per cent. Barber's No. 8 is now quoted at $2.49 per pound. No. 10 at $2.57 per pound, No. 12 at $2.60 per pound, No. 15 at $2.67 per pound, and No. 20 at $2.72 per pound.

Game Traps Again Move To Higher Levels

Toronto.

TRAPS.—An advance was recorded in the price of game traps of all kinds during the week, including Victor, Oneida, Hawley & Norton and Newhouse. Following are the new prices now prevailing: Victor, with chain—No. 0, $1.75 dozen; No. 1, $2.05 dozen; No. 1½, $3.05 dozen; No. 2, $4.30 dozen; No. 3, $5.70 dozen; No. 4, $6.70 dozen. Without chain—No. 0, $1.40 dozen; No. 1, $1.60 dozen; No. 1½, $2.45 dozen; No. 2, $3.70 dozen.

Oneida Jump, with chain—No. 0, $2.25 dozen; No. 1, $2.65 dozen; No. 1½, $4 dozen; No. 2, $5.80 dozen; No. 3, $7.75 dozen; No. 4, $9.10 dozen; No. 91, $3.30 dozen; No. 91½, $4.75 dozen.

Hawley & Norton, with chain—No. 0, $2.65 dozen; No. 1, $3.15 dozen; No. 1½, $4.70 dozen; No. 2, $6.55 dozen; No. 3, $8.75 dozen; No. 4, $10.30 dozen. Without chain—No. 0, $2.05 dozen; No. 1, $2.40 dozen; No. 1½, $3.75 dozen.

Newhouse, with chain—No. 0, $3.65 dozen; No. 1, $4.30; No. 1½, $6.40; No. 2, $9 50; No. 3, $12.65; No. 4, $14 90; No. 81, $4.95; No. 91, $5.40. No. 50 bear, $6.45 each; No. 5, $9.05 each.

Sidewalk Scrapers And Coaster Wagons Up

Toronto.

SCRAPERS AND COASTERS.—New prices were issued on sidewalk scrapers during the week which provide for an increase, quotations now being made on the basis of $5.45 per dozen. Discounts on sleighs and auto coaster wagons have been altered to provide for an increase in price. Where the former discount was 37½ per cent. it is now 35 per cent.

Booking Prices On Screen Doors and Windows

Toronto.

SCREEN DOORS AND WINDOWS.—Slightly advanced prices for booking orders on screen doors and windows have been announced by the manufacturers. Following are the prices on the doors:

Screen Doors.

No.		Per dozen in ½-dozen crates	Price per dozen in less than ½-dozens
1	—4-in., grained only	$15.15	$15.75
2	—4-in., grained only	18.70	19.30
21	—4-in., grained, filled and varnished	22.60	23.20
3	—4-in., grained, filled and varnished	24.70	25.30
21½	4-in., grained, filled and varnished	23.70	24.30
6	—4-in., grained, filled and varnished	25.75	26.35
8	—4-in., grained, filled and varnished	26.65	27.25
9	—4-in., grained, filled and varnished	31.60	32.00

Combination Screen and Storm Doors.

80—1¼-in., grained, filled and varnished, $52 doz.

Window Screens.

No.		Per doz.
12	—10-inch	$3.00
12½	—10-inch	3.40
1	—14-inch	2.95
13	—14-inch	3.30
14	—14-inch	3.55
14½	—14-inch	3.75
15	—14-inch	4.05
16	—14-inch	5.60
2	—18-inch	3.90
3	—18-inch	4.25
4	—18-inch	4.55
5	—18-inch	5.00
6	—22-inch	5.40
7	—22-inch	5.80
8	—22-inch	6.25
9	—24-inch	6.85
10	—24-inch	8.40

Lard Pails And Shellac Pails Advance

Toronto.

WOODENWARE.—An advance of 10 per cent. was announced by the manufacturers of woodenware during the week to apply to lard pails and shellac containers. Wooden tubs and washboards have not yet advanced, but it is understood that the situation is one of considerable firmness in this line, and that an advance would not be improbable. For the lard pails, 20-lb. size is now quoted at $3.90 per dozen; 50-lb. at $7.35 per dozen, and 60-lb. at $8.10 per dozen. In the shellac pails, one-gallon is now quoted at 39c each; two-gallon at 48c; three-gallon at 57c, and five-gallon at 80c each.

Small Twine Keeps In Active Demand

Toronto.

CORDAGE, TWINES.—There was a continued good demand for small twines during the week in anticipation of Christmas business. With the number of packages sent overseas nowadays, it means that the demand for twine develops earlier than in normal years. By the time the Christmas season comes round the demand is expected to be at its best. Cordage lines are holding steady in price, as there have been no further changes in the fibre. Now that an expert has been appointed to examine into the matter of costs of fibres there has been a retarding influence working to keep down further advances in fibres. This naturally keeps rope commodities in steady position. Volume of sorting business on ropes is somewhat light at present. No great movement of rope has developed for Eastern ship contractors, it being anticipated this demand will not really start in heavy until well along toward spring.

Coal Heaters And Furnaces Going Well

Toronto.

STOVES, FURNACES, ENAMELWARE.—There was a continued good demand for coal heaters during the week and, in addition, good inquiry for furnaces. Some manufacturers are finding their ability to supply the demand taxed, as there is a lightness of supplies. One line of oil heating stoves advanced during the week, as will be noted in an item elsewhere. Enamelware held in steady market at quotations of last week. There is a fair demand for these commodities.

Gasoline And Coal Oil Prices Maintained

Toronto.

GASOLINE, COAL OIL.—There was no indication of a change in the market for oil products during the week. Gasoline consumption has declined slightly

owing to the coming of fall weather, but for the season of the year is keeping up well. The fine days of the past week have been very conducive to motor driving. Coal oil is in good demand as a result of the large numbers of heaters that have been sold within recent weeks. Prices of gasoline were still quoted at 31½c and 32c per gallon, and coal oil prices were unchanged at those given in current quotations. Benzine is quoted at 1c less than gasoline.

Nails And Wire Situation Unchanged

Toronto.

NAILS, WIRE.—There was a light demand for nails during the week with wholesalers, but manufacturers report that they are still finding a good consumption of their product. While there is a dearth of building operations at present owing to the approach of the winter season, there has been an active demand for nails to be used in boxes and other ways. This demand for boxes would seem to indicate that industrial conditions in other lines are good. Wholesalers for the most part continued to quote at $5.45 base, but lower prices were reported in some instances where competition was keen on quantities. Wire remained unchanged at $6.50 base for smooth steel wire.

Steel For Automobiles Will Be Restricted

Toronto.

IRON AND STEEL.—The issuance of an order by the War Industries Board of the United States limiting the use of ferro-chrome steel for commercial purposes has immediately affected the automobile industry. It is estimated that the automobile industry takes approximately 5 per cent. of the total steel production of the United States, and that the restriction of the use of high-grade steel in their manufacture will add considerable quantities to the available stocks for war purposes. It is the intention to restrict the use of steel to about 40 per cent. of that formerly used in automobiles and ultimately to bring it down to 10 per cent. This action will affect the number of pleasure cars available for Canada as well as the United States. The move also indicates that curtailment of non-essential industries, to the end that the war might be furthered, will be the settled policy of the United States Government. Any steel that is available for merchant trade now will continue to be at a premium. Locally there were no changes in price and demand is fair.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	26 00
Sheet cast steel	30 00	35 00

Black And Galvanized Sheets Again Weaker

Toronto.

SHEETS, PLATES.—There was a weaker tendency manifested in black and galvanized sheets during the week when further reductions were recorded; in the case of black sheets amounting to $1 on certain gauges, and 50c per 100 pounds on other gauges. While there are lower prices being quoted, as will be noted by observing the range given in quotations below, the following prices represent a decline from higher levels of the amount indicated above: No. 14 gauge, $10.65; No. 16 gauge, $10.75, in these two gauges the decline amounting to 50c. In the following gauges the decrease amounts to $1 per 100 pounds; Nos. 18-20, $9.30; Nos. 22-24, $9.35; No. 26, $9.40; No. 28, $9.50. Heavier sizes of steel plate remain unchanged, as there is a scarcity due to the requirements for shipbuilding. On galvanized sheets there was a decline of $1 per 100 pounds in certain quarters, which now makes the following prices prevail: 10¾ oz., $10.25; No. 28, $9.95; No. 26, $9.65; Nos. 22 and 24, $9.50; Nos. 18 and 20, $9.35; No. 16, $9.20; No. 14, $9.10. Declines were attributed to the establishment of fixed prices in the United States markets of $4.25 to $6.25 for sheets.

TORONTO—	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$	$12 00
12 gauge	9 05	11 60
14 gauge	8 95	10 65
16 gauge	9 00	10 75
18-20 gauge	7 80	9 30
22-24 gauge	7 85	9 35
26 gauge	7 90	9 40
28 gauge	8 00	9 50
3-inch inch plate	....	13 25
¼-inch boiler plate	....	13 00
GALVANIZED SHEETS—		
10¾ oz.	10 25	10 30
U.S. 28	9 95	10 00
U.S. 26	9 65	9 70
22 and 24	9 50	9 55
18 and 20	9 35	9 40
16	9 20	9 25
14	9 10	9 15

Corrugated Sheets Unchanged, But Weak

Toronto.

CORRUGATED SHEETS.—Although there was no change in the market for corrugated sheets, there was a weaker tone due to the establishment of fixed prices on sheets in the United States market. It is intimated that the effect might not be felt immediately, but as soon as new stocks begin to reach this market, probably about the first of the New Year, there may be some definite movement locally with respect to prices. Demand is light at present. Conductor pipe and eavetrough remained unchanged at discount of 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Boiler Tubes For Domestic Uses Limited

Toronto.

BOILER TUBES.—A very limited use of boiler tubes is being permitted for the domestic trade by reason of the recent regulation providing that a license shall be secured for importation in each particular case. This order means that unless it can be shown that the tubes are for use in some way to aid war activities they will be denied. Supplies are light and must be held subject to first call for Government uses. Prices remained unchanged.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Traps And Bends Down; Solder Makes Advance

Toronto.

LEAD AND ZINC PRODUCTS.—A decline was registered in the price of lead traps and bends through the changing of the discount, making the selling price now 10 per cent. on list instead of 20 per cent. on list as formerly. This decline is due to the recent decline in pig lead. In solder, however, there has been an upward swing during the week due to the firm position in tin, in which big advances were recorded during the week. In the local market tin advanced 10c per pound. Guaranteed solder is now quoted at 39c per pound, an advance of 1½c; strictly half-and-half is quoted at 37¼c, an advance of 2¼c; commercial is quoted at 36c, an advance of 3¾c; wiping solder at an advance of 2¼, making the quotation now 37c. Solder wire remains unchanged at 45c per pound. There is a great scarcity of tin on the primary market in New York and prices advanced sharply in that quarter.

TORONTO—		
Lead pipe, lb.	$ 0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	10% on list	
Lead wool, lb.		0 16
Lead sheets, 3 lbs. sq. ft.		0 14¾
Lead sheets, 3½ lbs. sq. ft.		0 14¾
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 15
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 39	....
Solder, strictly, lb.	0 37¼	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Old Materials Weak; Regulation Affecting

Toronto.

OLD MATERIALS.—The shadow of regulation of prices on old materials continues to have a weakening effect on the market. Establishment of fixed prices is being negotiated, and there is strong indication that holders of old materials will be asked to sign pledges that they will not sell above the fixed prices. In the local market there is little business being done, as wholesalers are not anxious to take materials until the market is cleared of some of the doubt.

Tea lead	$ 0 04	....
Heavy lead pipe	0 05½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼

Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Booking Prices On Wire Cloth Are Lower

Toronto.

WIRE CLOTH.—Announcement has been made of booking prices on black wire cloth for delivery during 1918. In 100-foot rolls the price is named at $3 per 100 square feet and $3.05 in 50-foot rolls. Prices that prevailed on sorting business during the end of the season were 25c per 100 square feet higher than those that have now been named.

Tin Shortage Acute; Prices Jump Upward

Toronto.

INGOT METALS.—The feature of the week has been the decidedly firm tendency in the tin market induced by shortage of stocks on this continent. Lead was also in firmer position, with the leading producers in the United States moving their prices upward to the extent of ½c per pound. There has been a better buying movement in the market as the result of the firmness in these two commodities.

COPPER.—There was a disposition to mark time in the copper market during the week. The situation in the United States is one of stagnation owing to the fact that the producers have no further supplies of copper to offer at 23.50c, the established price, for at least the balance of the year, and the wholesalers have not cared to sell. The latter want higher prices, but the Government has made it plain that to sell at a higher price than 23.50c would incur its wrath. Locally prices held at 32c for casting and 33c for electrolytic.

TIN.—There was a very active market in tin during the week and prices went up 10c per lb. in one quarter, quotations being made on the basis of 75c per pound. There is an acute shortage of tin in the New York market owing to the inability to get shipments through from London. The British Government is holding up consignments through the failure to give permits for their shipment. Prices locally ranged from 65c to 75c pound.

SPELTER.—There is a continuance of the easy feeling in the spelter market, induced by the fact that production of spelter has been larger than current needs. The producers' margin has been cut, and there is talk of closing some smelting furnaces in order to curtail output. Locally prices held unchanged at 10c per pound.

LEAD.—There was a much stronger feeling in the market for pig lead during the week. The leading producer in the United States advanced the price to 6c, an increase of ½c per pound. Even at this figure it was stated that no sales were made, and independent concerns asked and secured as high as 6¼c to 6½c per pound. Locally there was a better demand for lead, and prices held unchanged at 9c to 9½c per pound.

ANTIMONY.—Business in antimony is quiet, and prices were weaker at 16c to 18c per pound.

ALUMINUM.—Market for aluminum was unchanged at 60c per pound. Amount available for domestic consumption is restricted owing to the demands of the Government for war purposes.

PIG IRON.—Interest in pig iron during the week centred around the announcement of the differentials, as arranged by the Steel Committee of the War Industries Board of the United States and the representatives of the steel and iron producers. The differentials are based on the Government's fixed price of $33 per ton for No. 2 foundry and basic iron. The Canadian situation has been affected thereby and lower quotations are probable in near future.

LONDON MARKETS

LONDON, Nov. 6.—Stoves have had a big sale during the past two weeks in this district. Business generally is good and prices are firm on nearly all lines. Advances are recorded on scoop shovels, spray pumps, door springs, axe wedges, meat cleavers, charcoal, snow shovels, game traps and sisal halters.

Scoop Shovels Up $1.00 Per Doz.

London.

SCOOP SHOVELS.—An advance of $1 per doz. list, has been made on scoop shovels this week. New net prices are quoted as follows:

No. 2, $14.80 doz.; No. 4, $15.80; No. 5, $16.30; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80.

Jones Socket—No. 4, $17.42 doz.; No. 5, $18.05; No. 6, $18.32; No. 8, $19.40; No. 10, $20.30.

F. and W.—No. 2, $16.20 doz.; No. 4, $16.92; No. 6, $17.82; No. 8, $19.62; No. 10, $23.22.

SPRAY PUMPS.—New and higher prices on Myers spray pumps are as follows: No. 324 pump, $6.75 each; No. 327½ pump, $5 each.

Door Springs Up; Nails And Glass

London.

COIL DOOR SPRINGS.—Advanced prices have been made on coil door springs, bringing new quotations to the following; No. 2 springs, 60c per doz.; No. 3, 65c per doz.; No. 4, 70c per doz.; No. 5, 85c per doz.

Nails

Prices on nails are firm this week at $5.45 base for wire nails and $5.75 base for cut nails.

Glass

Glass prices are likewise firm and unchanged at 50 per cent. off list for single and double diamond and 40 per cent. off for cut lights.

Axe Wedges Up; Ash Sifters

London.

WEDGES.—Higher prices are quoted this week on axe wedges bringing new prices to the following: Blue top wedges, 65c per doz.; Climax wedges, 40c per doz.

Ash Sifters

Common wood side ash sifters are quoted this week at $2.15 per doz.; Banner sifters are $2.90 each and Burrowes No. 1 rocker sifters are $5.25 each.

Hand Sleighs

Hand sleighs are quoted this week at 37½ per cent. off list.

Big Advance On Meat Cleavers

London.

MEAT CLEAVERS.—A Considerable advance has taken place in prices on meat cleavers this week bringing new quotations to the following: Chicago market 7-inch, $31 per doz.; 8-inch, $33.50 per doz.; 9-inch, $37 per doz.

Rope

There is no change in prices on rope this week at the following: pure Manila, 39c per lb. base; British Manila, 33c base; New Zealand hemp, 33c and Sisal, 27½c per lb. base.

Harvest Tools

Harvest tools are also unchanged at 25 per cent. off list.

Charcoal Advances; Tar Paper Declines

London.

CHARCOAL. — Charcoal in paper sacks has advanced this week bringing new quotations to $1.40 per doz. bags.

Tar Paper

A decline is registered in tar paper E2 this week amounting to 9 cents per roll. The new price on tar paper is 70c per roll.

COW CHAINS are quoted at 12½ per cent. off list.

STOVE BOARDS (wood lined) are quoted at 30/10 per cent. off list.

Advance On Snow Shovels; Heaters

London.

SNOW SHOVELS.—An advance of $1 doz. list has been made in prices on snow shovels. The discount remains at 12½ per cent. off list.

Skates

Starr skates are quoted at 30 per cent. off list.

Oil Heaters

A good sale is reported for oil heaters in this district. Perfection heaters No. 520 are $3.85 each; No. 525 heaters are $3.80 each; No. 530 heaters are $4.25 each.

Good Sale For Carpet Sweepers

London.

CARPET SWEEPERS.—These sweepers are in good demand at present at following prices:

Universal jap'd, $30 doz.; Universal N.P., $34; Grand Rapid, jap'd, $32; Grand Rapid, N.P., $36; Princess, $37; Boudoir, $36; American Queen, $39; Parlor Queen, $42; Elite, $41.

Ever-Ready Daylos

Ever-ready Daylos are quoted this week at 33 1/3 per cent. off list. There is a good sale for this line and also for Daylo batteries at 33 1/3 per cent. off list.

Game Traps Up 12½ Per Cent.

London.

GAME TRAPS.—With the hunting season under way prices on game traps have advanced about 12½ per cent. this week. New prices on some lines are as follows:

Victor, with chain—No. 0, $1.75 doz.; No. 1, $2.05; No. 1½, $3.05; No. 2, $4.30; No. 3, $5.70; No. 4, $6.70.

Oneida Jump, with chain—No. 0, $2.25 doz.; No. 1, $2.65; No. 1½, $4; No. 2, $5.80.

Hawley & Norton, with chain—No. 0, $2.65 doz.; No. 1, $3.15; No. 1½, $4.70; No. 2, $6.55; No. 3, $8.75; No. 4, $10.30.

Newhouse, with chain—No. 1, $4.30 doz.; No. 1½, $6.40; No. 2, $9.50; No. 3, $12.65; No. 4, $14.90; No. 81, $4.75; No. 91, $5.40; No. 91½, $8.20.

Good Sale For Pocket Cutlery

London.

POCKET CUTLERY.—Pocket cutlery is very scarce but there is a good sale for any offered. Safety razors are moving out well at following prices; Gillette $3.75 each; Auto-Strop $3.75 each; Durham Duplex $3.75 each; Gem Junior 75c each; Ever-Ready 75c each.

English Razors

There is a good sale for English razors at following prices; I.X.L. black handle razor $18 per doz; Wade and Butcher, black handle razor at $18 per doz.

Sisal Halters Advance; Clocks

London.

SISAL HALTERS.—New and higher prices are quoted this week on sisal halters bringing present quotations to the following; 7/16-inch, $2.10 per doz.; ½-inch halters, $2.65 per doz.

Alarm Clocks

There is a good sale for alarm clocks at present at the following prices:

Good Morning, $1.15 each; Lookout, $1.50 each; Sleepmeter, $1.65 each; Big Ben, $2.50 each; Baby Ben, $2.50 each.

Cotton Gloves; Weather Strip

London.

COTTON GLOVES.—Cotton gloves in 8 oz. are 95c per doz. pair; cotton gloves in 10 oz. with knit wrist are $1.75 per doz. pair.

Weather Strip

Wood and felt weather strip is quoted at 75 per cent. off list. Swan hardwood strip is 75c per set. Frost King strip is $4.40 per doz. pkgs.

Stove Pipe and Elbows

Stove pipes 6-inch bright are quoted at $22.29 per 100 lengths; 7-inch pipe is $23.55 per 100 lengths.

Stove pipe elbows 6-inch Lt. pattern are $2 per doz.; 7-inch pipe is $2.15 per doz. There is a good sale for stove pipe and elbows in this district.

Prices Firm On Oil, Turpentine, Lead

London.

LINSEED OIL.—There is a fair sale for linseed oil at unchanged prices as follows:

	Raw	Boiled
1 to 2 bbls.	$1.37	$1.40 per gal.
3 to 5 bbls.	1.36	1.39 per gal.
6 to 9 bbls.	1.34	1.37 per gal.

Turpentine

A firm market prevails in turpentine with no change in prices as follows: 1 bbl. lots 77c per Imp. gal.; 2 to 4 bbl. lots, 76c per Imp. gal.; 5 gal. lots, 84c per Imp. gal.

White Lead in Oil

No further change is recorded in white lead in oil at the following prices:

	tons	less than ton lots
Pure lead	$16.20	$16.55 per 100 lbs.
Pure elephant	16.80	$17.15 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Nov. 5.—Generally speaking market conditions show a steadier tone than at any time during the past two or three years, as is indicated by the limited number of advances in all lines of heavy goods. However, certain lines of shelf hardware and sporting goods continue to rise as manufacturers are compelled to replace their stocks. Among this week's list appear Winchester repeating shot guns, Remington repeating shot guns, Reach goods, and tank pumps, while a decline is noted on white lead in oil. Business for the past week shows increased activity and, with many of the dealers getting ready for the Christmas trade, cutlery, etc., is in good demand.

Revision Of Prices On Sporting Goods

Winnipeg.

SPORTING GOODS. — New prices have just been issued on Reach sporting goods and cover all lines of striking bags, boxing gloves, basket balls. Some of the lines show no advance, while others show advances varying from 10 per cent. to 25 per cent., a few of the more familiar lines are herewith quoted:

Striking bags S1, $28 doz.; S3, $40 doz.; S5, $48 doz.; S7, $57 doz.; S8, $64 doz.

Boxing gloves B0, $28 doz.; B2, $42 doz.; B3, $45 doz.; B4, $48 doz.; B6, $60 doz.; B7, $69 doz.; B9, $87 doz.

Basket balls 1½, $5.25 each.

Among spring sporting goods is an advance on Reach professional base balls, No. 0 of 10 per cent. making today's price $13.20 doz.

Shot Guns And Tank Pumps Advance

Winnipeg.

SHOT GUNS.—New prices have just been announced by Winchester Arms Co., but only affects shot guns, there being no advance in rifles. To-day's prices on a few of the standard lines are as follows:

Model 1897 take down repeater, 12 ga., $35.65; model 1897, solid frame, repeater, 12 ga., $32.80; model 1912, take down, repeater, 12 ga., $41.40.

Tank Pumps

Tank pump prices which have been steadily advancing for the past two years show yet another and by far the largest advance yet recorded, being 25 per cent. over the last price. To-day's market price is $10.00 each.

Nuts And Rope Prices Firm

Winnipeg.

NUTS.—Nuts of all kinds are in fair demand with prices remaining very firm. To-day's quotations are given below:

Square blank, small lots, 4½c advance on list; square tapped, small lots, 4¾c advance on list; hexagon blank, small lots, 4¾c advance on list; hexagon tapped, small lots, 5c advance on list; case lots, all styles, 1c lb. less than prices above.

Rope

The local demand for all kinds of rope at present is not heavy with prices remaining firm. Eastern cordage companies however report that owing to the increased shipbuilding that large quantities will be needed to supply this new industry. Whether this will affect the Western supply remains to be seen. To-day's prices are as follows: sisal 27½c lb.; pure Manila 38½c; British Manila 32½c; last yarn 27½c; African hemp 32½c.

Prices Firm On All Lines Of Wire

Winnipeg.

WIRE.—Steady prices still rule on barb wire and all other miscellaneous lines of wire and no changes in prices are expected prior to the opening of navigation in the spring. To-day's prices are as follows:

Barb Wire—Lyman 4-pt., $4.95 Ft. William, $5.25 Winnipeg; Glidden cattle, 2-pt., $4.80 Ft. William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist wire, $5.10 per 100 lbs. Ft. William, $5.50 per 100 lbs. Winnipeg; plain galvanized wire—No. 9, $5.65 per 100 lbs. Ft. William, $6.05 per 100 lbs. Winnipeg; No. 2, $5.85 per 100 lbs. Ft. William, $6.25 per 100 lbs. Winnipeg; coil spring wire—No. 9, $5.70 per 100 lbs. Ft. William, $6.10 per 100 lbs. Winnipeg; No. 12, $5.95 per 100 lbs. Ft. William, $6.35 per 100 lbs. Winnipeg; annealed wire, No. 9, $7.20 per 100 lbs.; No. 10, $7.25; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90; f.o.b. Winnipeg; bale ties, 14 ga., single loop, $7.65 f.o.b. Winnipeg, $7.25 f.o.b. Ft. William.

Scoops; Snow Shovels Advance

Winnipeg.

SCOOPS.—Prices on scoops which were withdrawn early in the week have been revised and show advances of 90c doz. on first and $1 doz. on fourth grade, making to-day's market price as follows:

Black Cat and Crescent—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80.

Moose & Jones—No. 2, $16 doz.; No. 4, $16.90; No. 5, $17.35; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60 doz.

Furnace Scoops—No. 3, $8.90 doz.

Snow Shovels

Snow shovels also show an advance of 90c doz. making to-day's prices on Moose, $13.65 doz.; King, $10.90 doz.; Prince, $8.60 doz. Prices on all other shovels remain unchanged.

Decline Recorded On White Lead In Oil

Winnipeg.

WHITE LEAD IN OIL.—Further decline in pig lead has again caused a reduction in white lead in oil of $1.40 per 100 lbs., this being the second in the past month. To-day's prices are as follows: Decorator's pure, ton lots, $16.65 per 100 lbs.; less than ton lots, $17 per 100 lbs.

Coil and Log Chains

The demand for coil and log chains still continues, with the market prices very firm. To-day's prices are quoted herewith:

Coil Chain—3-16 in., $13.75 per 100 lbs.; ¼ in., $11; 5-16 in., $10.10; ⅜ in., $9.25; 7-16 in., $9; ½ in., $8.75; ⅝ in., $8.65; ¾ in., $7.25.

Log Chain—5-16 in., $11; ⅜ in., $10; 7-16 in., $9.85; ½ in., $9.75.

Linseed Oil And Turpentine Firm

Winnipeg.

TURPENTINE. — The market still holds firm on turpentine and reports that some sources of supply are out of the marrket, together with transportation difficulties, point towards even a stronger market. Present prices are as follows: Barrel lots, 80c gal.; ½ barrel lots, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; plus the usual extras for containers.

Linseed Oil

Prices still remain very firm on linseed oil despite the fluctuations in flaxseed and indications point to firmer markets pending the outcome and delivery of the Argentine flax crop. Prices quoted today are as follows: Raw, $1.57 gal.; boiled, $1.60 gal.

Black And Galvanized Sheets Have Declined

Winnipeg.

SHEETS.—A decline has been recorded in the price of galvanized sheets due to the easier feeling in the market as the result of establishment of fixed prices by the United States Government. No. 16 gauge has declined 75c per hundred pounds, No. 30 gauge has declined 70c, while intervening gauges have declined 80c per hundred pounds. Black sheets are also quoted lower, a decline of 25c being shown on gauges Nos. 10 to 12, 50c on gauges Nos. 14 to 16, and 75c on Nos. 18 to 28. Following are prices now prevailing:

Galvanized sheets: 10¾ oz., $11.80; 28 gauge, $11.40; 26 gauge, $11.10; 24 gauge, $10.95, 22 to 18 gauges, $10.95; 16 Amer., $11.25.

Black sheets: Nos. 10, 12, 14 and 16, $11; Nos. 13-20, $10.05; Nos. 22-24, $10.10; No. 26, $10.15; No. 28, $10.25.

PITTSBURG MARKETS

PITTSBURGH, P.A., Nov. 5.—The rumors that price-fixing programme at Washington had been halted, referred to in last letter, were followed by semi-official statement that such was the case, but the statement meant nothing as there was no intimation how long the halt would continue. Last Wednesday and Thursday the various committees of the American Iron and Steel Institute were in session in New York and immediately afterwards the opinion was expressed by those who had attended the meetings that a batch of prices would be announced at Washington very shortly, covering some or all of the following items: Sheets, tin plates, wire products, tubular goods and scrap. Sheet and tin plate prices at least will probably have been announced before these words are printed.

If all the products just mentioned are set the major products of the steel industry will have been covered and further price-fixing would relate rather to manufactured goods, such as shafting, rivets, bolts and nuts, spikes, etc. These may or may not be taken in hand.

Pig Iron

The market has been fairly active and it has been moving smoothly. Furnaces are disposed to take care of the immediate needs of regular customers and generally are able to do so. Since the general agreement announced Sept. 24 the furnaces have been selling basic and foundry at $33 at furnace, in all districts, with valley Bessemer at 10 per cent. higher, or $36.30. A schedule covering details, including analyses, is just about to be promulgated by the American Iron and Steel Institute. Direct testimony to the activity of the market since prices were set is furnished by the monthly compilation of W. P. Snyder & Co. This compilation has been made monthly for years, and takes account of all valley basic and Bessemer sold in a month, in lots of 1,000 tons and over, showing the average price realized on the sales. This average is used in the adjustment of some contracts made on a sliding scale basis. The October averages showed the set price, but the important fact was that the total tonnage included in making up the averages was fully 100,000 tons, while in each of the three preceding months the tonnage reported sold was much less.

Steel Quiet

There has been very little market activity in unfinished steel and finished steel products. The mills are well sold up and buyers are well covered, while the general attitude is that business should not be done at this time for far forward deliveries. In most of the comcomodities little material is available for early deliveries, but sales when made are at the set prices, when there are any. Prices as announced are stated to be subject to revision Jan. 1 or later and the common view is that if revised the revision will be downwards. While it has seemed improbable, of late, that there would be any occasion to reduce prices, in the past few days this possibility has become less remote, as the curtailment in commercial consumption of steel, due to the country becoming more fully engaged, in sentiment and action, in the war, has become more conspicuous. In some quarters recognition of the changes war would effect has been somewhat tardy.

Decline in Sheets

The break in sheets recorded in last report has been followed by further declines. The existing conditions disclose clearly the fictitious nature of the sheet market in the past few months, something that was appreciated by some of the best posted consumers but certainly was not admitted by the mills. The break had carried the market in blue annealed and black sheets to a level of 6.00c a week ago. At the beginning of this week there were occasional sellers at 5.50c, while later in the week this quotation became common and quotations of 6.00c were not taken seriously by buyers. Two or three mills made occasional quotations of 5.25c on No. 28 gauge black, and it seemed clear that they were doing this merely to sell about a day's rolling each day. Some of them had practically run out of business. Last April the American Sheet & Tin Plate Company sold its second half output at 5.00c for blue annealed and 5.50c for black, with .25c extra for open-hearth, but the tonnage did not go around and independents immediately began selling at higher prices. Now the market is back to the old level, and the net result of the flight to 9.00c or thereabouts has been to make an extra profit for the mills on a relatively small tonnage and disorganize the business of many consumers whereby the consumption of sheets to-day is undoubtedly at a smaller rate than would be the case if the market had remained on a steady basis.

Coal Supplies Improving

Occasionally the steel mills have lost a little production through shortage of coal, and the majority of them have been on the ragged edge for weeks, with practically no stock piles. For the 24 hours of last Monday the priority order in favor of lake coal shipments was suspended and shipments to the line trade were heavy. Yesterday the priority order was removed entirely as relates to fully half the railroad divisions, as the lake shipping season is now nearing its close, and coal supplies promise to be decidedly better to mills and other important consumers. Effective last Monday morning the government coal prices were advanced 45 cents, this covering the wage advance arranged Oct. 6, and probably something in addition. The new prices for Pittsburgh district coal are

$2.20 for slack, $2.45 for mine-run and $2.70 for screened, per net ton at mine, with 15c to be added by brokers when they make the sale.

Government Buying

Government buying is somewhat heavier, as the matter of shells is now receiving a great deal of attention. Some additional sheet tonnages are being allotted, making the sheet requirements somewhat larger than had been anticipated. There is no occasion to revise former guesses as to the total war steel requirements. For the Government and its Allies these promise to run next year at the rate of something like 1,000,000 gross tons per month, or, as stated formerly, between 30 and 40 per cent. of the total output.

Contract Abrogation

Recently the Federal Trade Commission distributed a questionnaire relating to the abrogation of contracts. The subject is up in connection with the iron and steel price regulation bill the commission is drafting for submission at the next session of Congress, convening Dec. 5. The steel producers are practically a unit against the idea and the suggestion is meeting a storm of protest. While the fixing of prices has doubtless placed some manufacturers in an awkward situation, through their having contracts to accept material at higher prices, it would seem that attempts to abrogate some or all contracts would make the remedy much worse than the disease.

FIXED PRICES REPRESENT CUTS

Under date of November 8, the Iron Trade Review of Cleveland has the following to say:

"Market equilibrium in iron and steel, which has been upset by the uncertainties of government regulations, has been largely restored. Further official announcements which the week has brought forth have gone far to fill in the gaps in the agreed price schedule. It is evident that the government proposes to the industry itself the enforcement of the fixed maximums on mill and furnace products, as well as the settlement of such details as remain to complete the market's realignment. Federal initiative is to be exercised rarely, if at all, in further price decisions. Responsibility for the adjustment of unregulated lines, especially in finished material, is placed with the manufacturers, and is to be made in accordance with the established market standards.

Irregularities of the present furnace operations, due mainly to fluctuating coke supply, is shown by the pig iron statistics for October. With 354 furnaces active, the average daily output was only 106,304 tons, compared with 328 active furnaces and 113,167 tons in October, 1916, and with 276 furnaces active and 100,656 tons daily in October, 1915. Production last month was 3,295,409 tons, the fourth best showing for the year to date.

More active selling of pig iron is following the final fixing of price differentials covering all grades. As many provisional contracts now are being converted to regular form, the good faith of the producers in adhering to the government schedule is set forth more concisely. It now is confirmed that October sales were much heavier than generally realized. The transactions upon which the October averages of $33 and $36.30, valley, for basic and bessemer respectively were computed were approximately 100,000 tons. In Eastern Pennsylvania the week's sales totalled 40,000 tons.

The agreed prices on finished steel represent some sharp cuts from the previous open market levels. This is particularly true in sheets where they are lower than the makers had expected. The government figures will have the effect of re-establishing uniformity in various products in which a variety of prices were being quoted.

Scrap represents the only material in which the government has revised prices upward. Heavier buying of finished steel is promised by the clarifying effect of the new prices.

SHORT SEASON FOR GLASS INDUSTRY

(Continued from page 35.)

"The United States manufacturers, from whence comes our supply, are a unit in stating that present conditions must bring further advances. Even on the basis of to-day's factory costs, to yield the jobber a living profit, sheet glass should be sold at about $11 base per 100 ft., single thick in Montreal and Toronto territory and freight advances from 50c to $1.50 a case in the east and west Canadian territory.

"Canadian jobbers to-day are making current sales about on the basis of factory costs and in some instances, at less than factory costs. This is a condition which cannot long remain.

"There must be a substantial advance in price; but, at any price, window glass is bound to be scarce and the stocks in Canada to-day in the hands of the jobbers and retailers are very small and badly assorted, especially in small sizes, single strength."

NEW HARDWARE GOODS

(Continued from page 34.)

"Crane" Tire Pump

The "Crane" tire pumps, also manufactured by this company, is a crank-shaft driven, detachable pump which is claimed to be 97 per cent. efficient and to be so compact as to fit into the overcoat pocket. This company makes both gear-driven and crank-shaft-driven types at the same price. The cylinder and piston in the pump are of pressed steel and the crank-shaft drop is forged from high carbon steel. Connecting rods are said to be of high quality bronze bearing metal; packing ring special alloy. All pumps are claimed to be thoroughly efficient and simple in construction.

STAINLESS STEEL CUTLERY

Messrs. Landers, Frary & Clark, New Britain, Conn., through their Canadian agents, A. McFarlane & Co., Ltd., Montreal, are offering to the Canadian trade a new line of stainless steel table cutlery under the trademarked name of "Resistain."

Another line recently placed upon the market by the same firm is their French Cook's Knife. This pattern knife, for which there was a good steady demand, was formerly imported from Britain, France and Germany, but since the war has been practically off the market. Messrs. A. McFarlane & Co., Montreal, will be glad to furnish details regarding both of these lines.

GETTING THE RETAILER TO COLLECT BILLS

Continued from Page 28

caste in the whole retail community. In the same way a borrower may move from one bank to another and gain slight advantages by sharp practice but such benefits are small in comparison with the danger of losing his credit standing with the banks in general. A case illustrating this point came to my attention recently:

A small retailer in a western city borrowed $200 for 30 days. At the end of the period he was unable to meet the obligation and went to a second bank and borrowed the money to pay the first. Again at the end of the period he raised funds from a third bank to pay the second. Now, because this was a comparatively large business centre and the account was a small one, this scheme appeared to work successfully. But that merchant now admits that he later found that he can in the long run make better arrangements by dealing candidly with one bank.

That he should come to this conclusion is only natural. It must be obvious that if a merchant's credit was not sufficient to warrant a loan from one bank it should not be with another. Instead of moving from bank to bank—which could only be done for a limited time and in the case of small amounts—the merchant would undoubtedly have been better served in the long run had he dealt fairly by the first bank, providing of course that it gave him satisfactory service in his particular line of business. Had he given the manager full particulars of his standing and prospects and convinced him of his integrity he would quite probably have been as well treated in the first bank as he was in the second or the third. Ignorance of banks and methods and hesitancy in being candid in discussing business affairs with the manager are about the only excuses for a merchant forsaking the straight for the winding road in his business dealings.—J. W. T.

Whitby, Ont. — The United Rubber Mfg. & Reclaiming Co. propose establishing a factory here. The town will loan the company $25 000 and free light and water in return for which they will erect and equip a factory costing at least $50.000. A by-law will be submitted to the ratepayers on Nov. 26.

WEEKLY PAINT DEPARTMENT

Use More Paint

Co-operation Necessary to Educate Consumer in Use of Paint —The Protective Element in Paint—Repeat Business to be Secured—Benefits in a Twelve Month's Sales Program.

IN addressing the members of the National Paint, Oil and Varnish Association, Ernest T. Trigg dealt at length with the necessity for co-operative action amongst manufacturers in an educational campaign directed at the consumer on the use of paint. He pointed out that the work so far undertaken by the various associations had taken up only the protection of the industry and the development and perfection of products. These are, of course, essential in the foundation of any successful business, but such a foundation profits nothing without the other great essential of a distribution equal to the limit of the industry's capacity.

The greatest problem facing us today is that of developing the consumption of paint and varnish products to a point more nearly reaching that of its possibilities. The individual and independent activity of hundreds of manufacturers is responsible for merchandising practices in the industry resulting in a vast annual waste of time and money in destructive competition. Manufacturers have fallen into the habit of concentrating a large part of their sales efforts upon the customers of other manufacturers instead of devoting the effort to the development of new business for which practically unlimited opportunity exists. Too much thought is given to the dealer, and not enough to the consumer. Important as the dealer is in the situation, he is, nevertheless, but a cog in the wheel of distribution, a halfway station to the ultimate consumer. In the final analysis, our institutions exist because of the consumer, and naturally, therefore, the more we can do as an industry to develop demand and consumption on the part of the consumer, the more will we be benefiting the dealer himself. The estimate has been made, that not over 25% of the paintable surfaces,—public buildings, railroad rolling stock, vehicles, bridges, houses, barns, outhouses, etc.,—throughout the country are painted with sufficient frequency to keep them in proper condition. It is likely that this percentage is too high, a fact which can be verified by even most casual observation. One of the conditions which retards the industry growth is the idea in the mind of the average consumer that the first function of paint and varnish is that of decoration. Decoration, sanitation, cleanliness, appeal to personal and civic pride, etc., are all important factors in its use; but the first and greatest function is to protect and preserve the more costly materials over which it is applied.

The Protective Element in Paint

A property owner can expend an equal amount of money in no other way to bring him the same returns or dividends as an investment in renewed preservation materials for his property when the life of its previous protecting coats commences to fail.

The action of the elements,—wind and water, heat and cold,—soon starts deadly decomposition to work on unprotected surfaces and the step from the early stages to final destruction is a short one.

Money spent in paying fire insurance premiums protects against only a possible loss while money spent for the products of our factories protects against a certain loss just as inevitably as that night follows day.

It is this protection and its consequent conservation of property values which pays the owner big dividends plus the fact that property kept in a good state of paint and varnish repair inside and out is from its very appearance enhanced in value and serves to elevate its owner in the minds of his neighbors and the community generally.

It has been definitely developed from reports received from over 500 bank presidents in practically every state in the Union that property kept well painted entitles the owner to more consideration when credit accommodations are required; that such property will sell for more money and that it is an asset to the property owner in his financial dealings for it denotes to the banker and to local tradesmen a thrifty, careful and economical risk.

It is generally realized by merchants called upon to furnish credit accommodations, that the man who has enough pride to keep his house, barn, outhouses, fences, etc., repaired and uses paint and varnish when his property needs it, has too much pride and is altogether too good a citizen not to pay his just indebtedness.

Repeat Business to be Secured

As producers of a building material, we in the paint and varnish business have one great advantage over the producer of any other building material made, in the sense that such other producers find only one sale for their product with each separate operation, while paint and varnish is, or should be, an ever recurring necessity as a collateral asset.

Cataloguing our products in the mental registrations of our citizens as a necessity, the use of which cannot be dispensed with at will, but which must be employed with regularity and frequency means an effect far beyond the mere consideration of paint and varnish for household use. It means a new appreciation and realization of our industry in the factory, mill and office as well as the home.

Benefits in a Twelve Months' Sales Program

Except in the general directions already referred to, we have accepted conditions as they have developed without any centralized or concentrated effort to mould them to best suit the need of the industry itself. For instance, the bulk of our business is done in three or four months of the year. During the other months the manufacturer and the painter, too, practically mark time. It is a business of a short high peak and a long depression. The employing painter is, if anything, at a greater disadvantage on account of this peak and depression condition than the manufacturer, because of the very great difficulty in getting experienced and satisfactory help during the short interval of the few active months when every other employing painter is bidding for the same labor. The employing painter is utterly deprived, under present conditions, of the opportunity of developing good men of his own whom he can afford to train and keep in his employ year in and year out, and thereby build up a dependable, loyal, efficient organization, which means greater success in his own business, and at the same time means greater satisfaction and better service to his customers.

We have not as yet taken upon ourselves the responsibility which rests upon the shoulders of every branch of the trade to, first, arouse our citizens in all

(Continued from page 48.)

JAMIESON'S
PURE PREPARED PAINTS
They Have Selling Prestige

Jamieson's pure prepared Paints and Varnishes have been lifted to their high standing in Canada by the favorable opinion of users thereof, covering a period of three score of years.

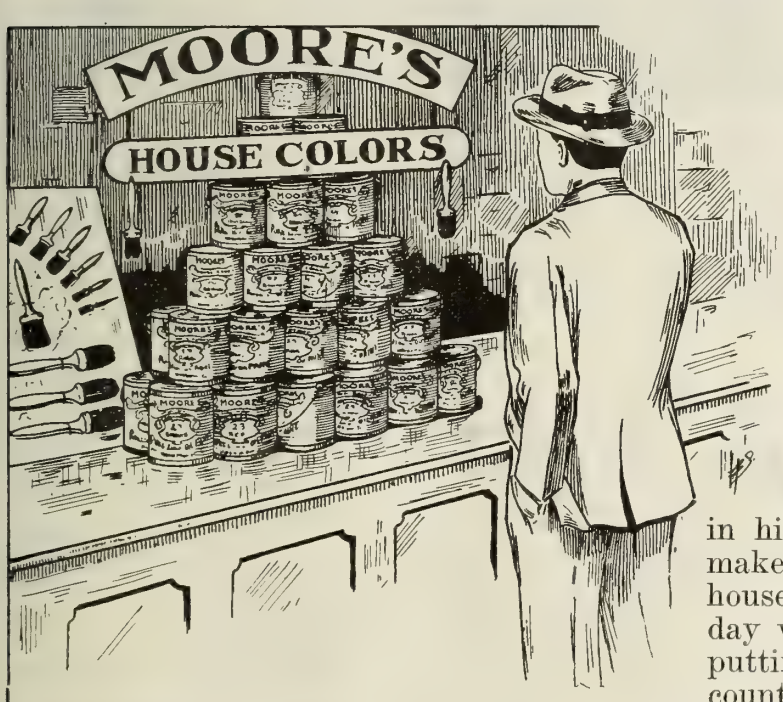
Conscientious endeavor to build up a business on the quality of products has given our lines a prestige throughout the land that proves a selling force for the dealer. If you are not sharing in the power of this selling force you are overlooking an opportunity.

Anchor your faith to Jamieson's products and your Paint and Varnish business will be crowned with success.

R. C. JAMIESON & CO., Limited

Montreal Established 1858 **Canada**

Owning and Operating P. D. DODS & CO., LIMITED



The Psychology of the Counter Display

A counter display of Moore's House Colors gets home its arguments at the most advantageous moment — when the prospective paint buyer actually has his hand in his money pocket, and is prepared to make a purchase. There are plenty of householders coming into your store each day who are intending to paint, but keep putting it off or forgetting. An attractive counter display is just the reminder needed to turn these prospects into buyers.

That suggestive arrangement on your counter is a memory-jogger that they can't ignore. You'll get many a sale of Moore's House Colors through a counter display. Try one to-day.

Benjamin Moore & Company, Limited, West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 7th.—The paint markets here are very firm with a fair amount of business offering. The features of the week are centred in linseed oil with an approximate advance of two cents per gallon, and with oil held very firmly at the new prices, and of a 3-cent advance in turpentine. This makes a quotation of 75 cents for turpentine and practically all dealers are quoting on this basis in single barrels. A good deal of products are now finding their way into manufactured paint, as makers are getting spring supplies made up. White lead in oil is without new feature and is firm at last week's prices. One dealer is shipping a good deal of mixed paint to the head of the lakes to be ready for spring delivery. Some considerable business is obtaining for putty owing to the nearness of severe weather.

Linseed Oil Has Advanced Two Cents

Montreal.

LINSEED OIL.—The firmness of the linseed oil market is marked this week by an advance of 2c per gallon by many dealers. This is the direct result of a higher price for flaxseed which has risen within the week from $3.05 to $3.18 per bushel for cash seed, and the market is very firm. There is still difficulty in securing cars, although the demand for oil is not heavy. We quote as follows:

Linseed Oil-	Per Imperial gallon Raw	Boiled
1-4 bbls.	$1.32-$1.35	$1.35-$1.38

Turpentine Higher; Not Very Active

Montreal.

TURPENTINE.—Indications as pointed out in last week's HARDWARE AND METAL were toward a strengthening in the price of turpentine. Practically all dealers have advanced their quotations, and there is now an unwillingness to quote less than 75 cents on any quantity, either single barrels or large quantities. This makes an advance of about 3c per gallon. The movement is not large but the market continues very firm. Quotations are as follows:

Turpentine	Per Imp. gallon
1-5 bbls.	$0.75

White Lead In Oil Steady Without Change

Montreal.

WHITE LEAD IN OIL.—For the time being, at least, white lead in oil seems to have rested its downward movement of past two or three weeks, and there are no changes. It is firmly held here at last week's prices, and there is little movement to the trade. A considerable amount is now being used in the manufacture of mixed paints for spring.

Mixed Paint Slow; Spring Orders Move

Montreal.

MIXED PAINTS.—Business for immediate shipment is reported rather slow, and sorting orders are small. One firm states that it is making shipments to the head of the lakes before the close of navigation, and thus securing the advantage of water freight rates. This will also facilitate delivery on their spring business. Generally speaking, dealers anticipate a brisk season ahead.

Putty Demand Is Heavier This Week

Montreal.

PUTTY.—Some dealers report a very brisk demand for putty. This is occasioned by the approach of cold weather and the consequent need for repairs and the attaching of storm sashes. There is no change in price but the prices are firm with all dealers. As noted last week, there is some delay expected in connection with shipments of whiting from England, but in the meantime stocks here are fair. Standard putty quotations are: Bulk, in casks, $3.60 per 100 lbs.; bulk, 100-lb., 50-lb., or 25-lb. drums, $4.45; bladder in barrels, $3.75 per 100 lbs.

TORONTO

TORONTO, Nov. 8.—There was a firmer tendency to the linseed oil market during the week as the result of the upward swing in the price of flaxseed. Turpentine held steady although the primary market gave evidence of some weakness. Whether this will continue to hold for any length of time it is still too early to judge. Demand locally for turpentine is light. There has been a slight readjustment in the price of putty and prices have declined 10c per hundred pounds. White lead in oil is holding steady at the recent decline. A turn in the pig lead market in an upward direction has injected a measure of firmness into present prices. Demand for white lead in oil is light. Booking orders on mixed paints for spring delivery are reported seasonably good. Sorting trade is somewhat quiet at present.

Linseed Oil Firmer; Price Range Widened

Toronto.

LINSEED OIL.—There was a firmer undertone to the linseed oil market during the week due to an upward swing in the price of flaxseed. Cash seed in the Winnipeg market on Wednesday of last week closed at $2.95 per bushel and on Wednesday of the present week the quotation for the same buying was $3.20½ per bushel. In the December option there was less of a spread but there was a corresponding higher price, on Wednesday of last week that option closing at $2.81½, and on Wednesday of the present week at $2.95¼. In the local market the range of prices has been widened, quotations now being made from $1.32 to $1.41½ for raw oil in single barrel lots. There is a fair movement of linseed oil considering the season of the year.

	Raw. Imp. Gal.	Boiled. Imp. Gal.
1 to 2 bbls.	$1.32-$1.41½	$1.34½-$1.44½
3 to 5 bbls.	1.31- 1.40½	1.33½- 1.43½
6 to 9 bbls.	1.29- 1.38½	1.31½- 1.41½

Turpentine Held Steady; Primary Weaker

Toronto.

TURPENTINE.—There was a steadiness in the market for turpentine during the week, prices in the primary market having apparently reached the peak for the present at least. In the Savannah market quotations were 2c lower on Wednesday of this week as compared with the same day last week. This may be only a temporary fluctuation of the market, however, as the end of the producing season is approaching, the month of November about completes the season's run. From this time forward until new crop begins to come in there will be a drain on existing stocks. Locally the demand for turpentine has been light and prices are unchanged from those of last week.

	Imp. gal.
1 barrel	$0.74-$0.77
2 to 4 barrels	0.73- 0.76
5 gallon lots	0.82- 0.85

Booking Orders On Paints Reported Fair

Toronto.

MIXED PAINTS.—With the approach of winter the demand for sorting orders on paint is becoming less and manufacturers are turning their attention to booking business for delivery next spring. Orders for future delivery are reported seasonably good and are expected to increase as the season advances. Although there has been a decline in the

(Continued on page 52.)

A photograph showing some of the improvements effected at the harbour port at St. John, N.B., making it one of the greatest ports in the world.

In the foreground may be seen the Canadian Government Railway Elevators—the galleries, conveyors and structural steel work for which are painted entirely with

B-H PAINTS

In the background is the Atlantic Sugar Refinery. When this large plant was repainted recently, Brandram-Henderson's products were used exclusively.

On jobs of importance, B-H products are specified.

If we are not represented in your district, we shall be pleased to make you an attractive agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

WEEKLY PAINT MARKETS

(Continued from page 50.)

price of white lead in oil manufacturers point out that the price of paint at the present time was based on white lead in oil at much lower prices than those prevailing at the high point. There is no intimation as yet that a change in price is probable.

White Lead In Oil Steady; Pig Lead Firmer

Toronto.

WHITE LEAD IN OIL.—Conditions in white lead in oil remain unchanged during the week so far as prices are concerned. There is an undertone of firmness, however, due to the upward trend of the pig lead market during the week. In the primary market in New York this latter commodity advanced from ½c to 1c per pound from the low point reached last week. Conditions would seem to indicate that for the present at least the downward swing in the pig lead market has been arrested. Demand for white lead in oil is light. Quotations are made on the basis of $16.20 in ton lots and $16.55 per hundred pounds in less than ton lots.

Putty Prices Show Decline 10c *Hundred*

Toronto.

PUTTY, GLASS.—There was a slight readjustment in prices in the downward direction during the week to the extent of 10c per hundred pounds. Bulk in casks is now quoted at $3.80 per hundred pounds, bulk in 100-lb. drums at $4.55, and 25-lb. drums at $4.65. In 12½-lb. irons the price is $4.90 and bladders in barrels are also quoted at $4.90 per hundred pounds. There has been a seasonable demand for putty due to fall work that is now proceeding in the way of storm windows and doors.

Glass continues in a firm market. An interview with a glass dealer who has recently visited the producing fields of the United States, and which appears elsewhere in this issue, will be found of interest.

USE MORE PAINT

(Continued on page 52.)

walks of life and in every avocation to the fundamental necessity of frequent and regular use of paint and varnish to protect and preserve, thereby eliminating one of the greatest economic wastes in this country; to decorate and beautify their property of every kind as a civic requirement of the first order, as an evidence of good citizenship, and as the highest expression of advanced civilization; second, stabilize the business and in so far as possible spread the new and bigger consumption more evenly over the twelve months of the year; and third, to co-operate with the master painters by encouraging a larger percentage of our responsible young men to take up the painting trade as a serious business to the end that this great and important branch of the industry may be largely increased numerically by additional thoroughly skilled and responsible workmen and that the painting craft may continue as the responsible connecting link between the producing industry and the public.

This is essentially a day of community action. The old saying that "competition is the life of trade" is superseded by the modern "live and let live" thought that "co-operation is the life of trade." All round us in every line of activity, social, professional and commercial, are striking evidences of it.

The solution of our problem in a big, broad, impersonal and impartial way will be a vast benefit to every community in the United States and Canada, because a liberal use of paint and varnish is in no small measure a gauge of a nation's civilization and progress.

This campaign will eventually result in increased business for every one connected with it.

This campaign, born in the spirit of "one for all and all for one," without the slightest vestige of personal ambition or design, aimed only to put the industry on a higher, better and sounder basis, has no axe to grind with any other activity; on the contrary, we pledge ourselves to co-operate and support so far as is within our province and the restriction of our subscriptions, all other proper and possible activities and interests of every branch of the industry.

U. S. EMBARGO EXTENDED

A despatch from Washington states that another long addition to the list of articles which will be licensed for export only where they will contribute to successful prosecution of the war was issued recently by the War Trade Board. The new list includes: "Amorphous phosphorus, anti-friction metals, bitchromate of potash, bishmuth salts, boring machines and mills, brass, caustic potash, China, weed oil, chrome steel, cromium, cobalt, copper, and alloys unless containing less than ten per cent., crucibles, industrial diamonds, drill presses (except sensitive), drilling machinery, ferro chrome, ferro vanadium, ferro tungsten, all articles containing flax manufactured in the United States, flannelette, grinders, graphite electrodes, animal hair, hydrofluoric acid, jute and producers, manganese, drilling machines except hand drillers, mercury, molybdenum, naxos emery, nickel and alloys, plumbago and products, planers, peas, salammoniac, sheetite, sodium phosphate, solder, tin and alloys, tungsten and alloys, vanadium, wool and all its products suitable for military purposes, and yellow phosphorus."

PROJECTED IRON AND STEEL INDUSTRY IN PORTUGAL

The "Diario do Governo" (Lisbon) publishes a law authorizing Portuguese Government to grant, by means of a public call for tenders to a Portuguese firm or enterprise, a fifteen years' concession for the establishment and exclusive right of working of an iron and steel industry by the most modern processes. The concessionnaires must install at their own cost a modern iron and steel works, comprising blast furnaces, steel furnaces, rolling mills, presses, shearing machines, wire-drawing plant, and any other necessary accessories for an initial annual production of at least 100,000 metric tons of cast iron and for the manufacture of iron and steel bars, plates, sheets, rails, etc. The establishment must be in working order within a period of five years from the date of the granting of the concession. The Government, on its part, will grant land for the erection of the works, exemption from industrial and other taxes, etc. The concessionnaire will be able to import free of customs duty all plant and materials which cannot be satisfactorily acquired in Portugal during the first five years of concession. The Government will also authorize the construction of railway lines up to 15 kiloms, (about 9½ miles) to connect the new works with the State railway lines in the vicinity.

SUBSTITUTE FOR SHEET STEEL

An asbestos-cement composition is being manufactured in England as a substitute for sheet steel for various purposes. Ground asbestos is mixed in the proportion of one to six with Portland cement and worked into a paste with water. A machine something on the order of those used in making paper forms it into sheets, which are trimmed to size and if desired corrugated for roofing purposes. After seasoning the material is ready for use. It is durable, resistant to climatic conditions, particularly acids in the atmosphere; fireproof and also a non-conductor of heat.

WEST DRAWS AMERICAN FARMER

Influx Into Canadian West Continues in Good Volume

Advices from the West indicate that a very fair movement in the sale of farm lands is evident. Most of the lands sold recently were to American farmers from the middle western states who are leaving their old farms for the Canadian prairies. Incoming American settlers are arriving in increasing numbers every week, according to official returns from the boundary ports, those coming bringing large amounts of ready cash, which finds its way to savings accounts in Canadian banks.

NO EXPORT OF MUNITION MACHINERY

An order-in-council has been issued on the recommendation of the acting Minister of Customs ordering that the exportation to the United Kingdom, British possessions and protectorates and to all foreign countries, of plant, machinery and equipment of all kinds for the manufacture or production of munitions of war shall be and is hereby prohibited except under license from the Minister of Customs.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Varnish buyers are realizing more and more the importance of selecting Finishes of known merit, owing to the high cost of labor, because the cost of application is the big item in finishing operations.

It costs no more to produce a handsome and permanent finish with "Berry" products than with the kind that wears out in a few months. The difference in the price per gallon is slight.

Berry Brothers varnishes, enamels and stains are so safe to recommend and easy to sell, because even the smallest buyers have learned that they combine beauty, durability and economy.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

(612)

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench—No. 2, doz.	10 75	11 25
No. 3, doz.	11 50	12 15
No. 4, doz.	12 50	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.75
Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb......12-13c

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base 0 48
Rods, base ¼ to 1 in. round..40-43
Tubing, seamless base........ 0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in......... 0 55
Copper, iron pipe size, base ¾ in. up to 3 in.............. 0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy $17 00
30-gal. Standard 13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base $16 50
20x28 IC, double box........ 33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Everything Depends on Quality

Quality has been the predominant note of the Canada Metal Co. ever since they have manufactured

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

DEPENDABILITY IS THE FOUNDATION, and just now it is appropriate to mention that everything depends on quality and only the highest standard can be relied upon to give efficient service.

GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,

A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $1.90 doz.; ½ in., $2.40 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under...	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN.

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots...	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅓ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size	Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

A paint that will mean a rapid turnover in your paint department — a profitable paint for you as well as the user. A paint which has been manufactured and used in Canada since 1842.

Crown Diamond Liquid Paint

Should be the line for every wide-awake dealer. Each Crown Diamond Agent receives REAL selling co-operation and advertising features that actually sell more paint.

Sell more paint — make more money and have satisfied customers. Write now for full details of the Crown Diamond Selling Plan.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints

Distributors of Crown Diamond Paints: W. B. Dalton & Sons, Limited, Kingston, Ont.; H. C. Brennan Co., Ottawa, Ont.; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 45
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil bbls.	0 13½	0 12½
Fuel oil tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 50
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

Per 100 feet

	Black	Galvanized
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1¼c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 25
U.S. 28	9 95
U.S. 26	9 65
22 and 24	9 50
8 and 20	9 35
14 and 16	9 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 15
16 gauge	12 05	9 25
18-20 gauge	12 20	9 40
22-24 gauge	12 40	9 55
26 gauge	12 60	9 70
28 gauge	12 90	10 00
10¾ ozs.	13 25	10 30

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.		.....	13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted 7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5 15
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

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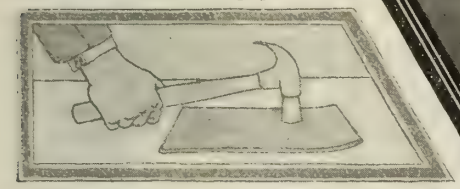
TEST IT WITH A HAMMER

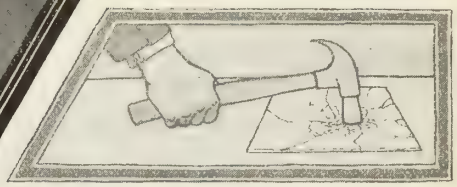
"You may dent the wood but the varnish won't crack"

Hammer a Sheet *of Rubber-* And What Happens?



NOTHING — your hammer leaves no impression — why? Because rubber is *elastic.* And it is the elasticity of "61" Floor Varnish that makes its life so long. Send for a sample panel. Test it yourself. Examine the dented wood and the unbroken varnish film. Then think of the heel-blows that your floor is called upon to endure, and you will understand why *"the varnish that can stand your hammer can best endure your heel."*

Hammer a Sheet *of Glass-* And What Happens?



WRECKAGE — the glass is shivered into a thousand pieces — why? Because glass is *brittle.* And this in a lesser degree is exactly what happens to countless floors finished with ordinary varnishes which crack, check and chip off. A good varnish doesn't break off — it wears off — *slowly;* but the costly oils and gums used in "61" preserve its toughness far longer than the cheap ingredients used in ordinary varnishes.

Demonstrating to the American Continent ONE VITAL VARNISH FACT

The Durability of

"61" FLOOR VARNISH

THE forceful picture shown above, with the two explanatory sketches that go with it, will be repeated more than

EIGHTEEN MILLION TIMES

as the keynote of the great Pratt & Lambert Advertising Campaign in the big national magazines this fall. This campaign will be backed up and hitched closely to your store by the most complete system of dealer co-operation we have ever offered in a single season. This massive advertising effort will mean *larger sales than ever before* for P&L Dealers. Your customer will want "61" Floor Varnish — the one that stands the "Hammer Test." This will help sell all other P&L Varnish Products. *Have you a stock of P&L Varnish Products on your shelves?*

WRITE TODAY FOR THE PRATT & LAMBERT DEALER PROPOSITION

PRATT & LAMBERT-INC.

VARNISH MAKERS 68 YEARS

24 Courtwright St., Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 8 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ......Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.

Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56

4-ply wrapping, lb..........48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz	45 40
Garden steel wheel, doz	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5.50-$6.00
No. 9 pl. galv	4.70- 5.65
No. 12 pl. galv	4.85- 5.95
No. 13 pl. galv	4.50- 6.00
No. 9 coil sp	5.00- 5.85
No. 12 coil sp.	6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%

Brass wire, 3 to 24 gauge, add.40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00

In 50-ft. rolls 3 05

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

TRADE MARK

CANADA PAINT

The paint that all Canadians should use — economical, durable, large covering capacity, and produces the most satisfactory results.

Bigger Business for Canada Paint Agents

is what we are striving for and what we will have. Every householder knows the Canada Paint products, and what they will do. See that you have a well-assorted stock to take care of the demand which is sure to come for all Canada Paint lines.

New Advertising Policy for More Sales

is at the back of the big demand for C.P. products this year. Let this big campaign be the means of bigger profits for you. Carry the line that is more than half sold, and with our new dealers' helps increased sales are assured.

If you are not taking advantage of this big campaign by being a C.P. Agent, it will pay you to get in line and join us. Write now for full particulars.

The Canada Paint Co., Limited

Makers of the famous Elephant Brand White Lead

572 William Street, Montreal
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Paint Pointers from The "Old Time Painter"

Write for our new Introductory Maple Leaf Paint and Varnish Proposition.

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

The BEST SERVICE TO YOUR TRADE

—whether your trade is with the millionaire—or with the humblest cottager no better service can be given than with

MAPLE LEAF Paints and Varnishes

The millionaire cannot buy better paint anywhere. The cottager cannot save money any surer way than with **Maple Leaf.**

A profitable paint department does not come from a label—or a trademark—or the name of the maker. It is the result of the quality and service that such things stand for.

Maple Leaf lines give equal service to all—for it protects and preserves against the same elements that all property is subject to.

—remember that maintained quality wins out in the long run.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

RAMSAY'S CARRIAGE AND WAGON PAINTS

A PROFITABLE LINE TO SELL

Dividends for Dealers: RAMSAY'S Carriage and Wagon Paints.
Dividends for Customers: Well Painted Carriages, Wagons and Farm Implements protected with RAMSAY'S PAINTS.

A. RAMSAY & SON CO., MONTREAL

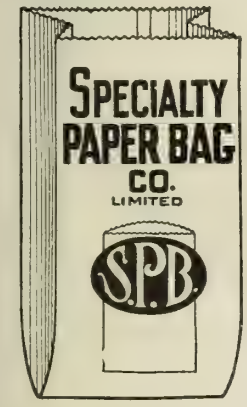
In Business 75 Years. **Branches: TORONTO and VANCOUVER**

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.
247-255 Carlaw Ave., Toronto, Canada

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 15%; retail hardware 20% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Price per gallon
Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs.	C.P.
Prices withdrawn.		
600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums	....	
50-lb. drums	....	
25-lb. drums	....	
1-lb. 100s, papers	0 57¼	0 60
½-lb. 200s, papers	0 59¼	0 62

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4 55
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls	4 30	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, TN, 60c lb.; finest orange, 80c; finest white, 70c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.75-$2.00

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

DOUGALL'S
Transparent Finishes

The Finest, Most Beautiful, Most Durable House Varnishes ever placed upon the market.

Have been in use for many years and have given complete satisfaction wherever used.

Gives your customer the best---it costs no more

THE DOUGALL VARNISH CO., LIMITED
MONTREAL

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.65 per lb.; cut, $1.85 per lb.; rawhide, sides, $1.60; cut, $1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16. 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$12 50	$12 50
28 Am. or 26 Eng.	12 20	12 20
26 Am. or 26 spec.	11 90	11 90
24	11 75	11 75
22	11 75	11 75
18 and 20	11 75	11 75
16 Am.	12 00	12 00

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Bring the FACTS to the Notice of Your Customers About—

Stephens' REGISTERED TRADE MARK Paints

Tell your customers of the folly using cheap, unreliable paints—paints that soon fade and wash off. Tell them how much more economical it is to pay a little more for a brand of paint that has won for itself a reputation for *quality* and *reliability*.

Tell your customers the facts about *Stephens' Paints*—how they have been giving satisfaction to the Western consumer for over 30 years and are still giving the best satisfaction in spite of hindrances put in the way of manufacturing by the war.

Stephens' Paints are essentially Western Canada paints, made to meet Western climatic conditions.

Dealers can't afford to sell a poor line of paints. It not only loses good paint customers but good hardware customers too when the paint fails to "make good."

If you haven't the Agency for Stephens' line let us hear from you. We give our agents splendid support in securing new business. Exclusive territory given.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

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Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Block Tin Pipe
Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt
Boiler Compound
Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Bolts
C. Kloepfer, Ltd., Toronto.
Boiler Taps
Wells Bros. of Canada, Galt
Bolster Springs
Wilkinson & Kompass, Hamilton
Box Strapping
J. E. Beauchamp & Co., Montreal
Barney & Smith, New York
The Stanley Works, New Britain, Conn.
Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.
Blasting Supplies
Dupont Powder Co., Wilmington, Del.
Blow-off Valves
Jenkins Bros., Ltd., Montreal
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Toronto Lock Co., Toronto.
Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Butter Workers
Beatty Bros., Ltd., Fergus
Builders' Tools
L. S. Starrett Co., Athol, Mass.
Burring Reamers
Wells Bros. of Canada, Galt.
Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.
Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg
Butter Boxes
Walter Woods & Co., Hamilton
Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
Bradley Shelf Brackets
Atlas Mfg. Co., New Haven, Conn.
Bradley Metal Clasp C & H Hooks
Atlas Mfg. Co., New Haven, Conn.
Bumpers for Automobiles
Hyslop Bros., Toronto
Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.
Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.
Bread Boards
Stratford Mfg. Co., Stratford, Ont.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Britannia Metal
Canada Metal Co., Ltd., Toronto
Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.
Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Waller Belyea, Winnipeg
Buckles
Parmenter & Bulloch, Gananoque
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
Toronto Lock Co., Toronto.
The Stanley Works, New Britain, Conn.
Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Buzzers
Spielmann Agencies Ltd., Montreal
Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto
Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cast Hardware
Canada Foundries & Forgings, Brockville
Cast Iron Holloware
Canada Foundries & Forgings, Brockville
Casters, Bed
Canada Foundries & Forgings, Brockville
Cans
A. R. Whittall Can Co., Ltd., Montreal
Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Carving Sets
Landers, Frary & Clark, New Britain, Conn.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casement Operations (Rixon)
Toronto Lock Co., Toronto.
Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.
Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London
Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto
Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.
Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton
Carriage Painters' Supplies
D. Ackland & Son, Winnipeg
Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.
Calks
D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
Camp Cots and Chairs
Stratford Mfg. Co., Stratford
Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Canning Machines
Louis McLain Co., Ltd., Winnipeg
Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.
Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford
Camp Stoves
National Stamping & Electric Works, Chicago
Casseroles
Louis McLain Co., Ltd., Winnipeg
Casement Holders
Toronto Lock Mfg. Co., Toronto
Casement Operator
Toronto Lock Mfg. Co., Toronto
Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.
Came Lead
Canada Metal Co., Ltd., Toronto
Canoe Headlights
Canada Carbon Co., Ltd., Toronto
Canvas Belting
Plewes Ltd., Winnipeg
Cable Carriers
Gype Hazard Store Service Co., Toronto
Calipers, Vernier
L. S. Starrett Co., Athol, Mass.
Cement Coating
G. F. Stephens & Co., Winnipeg
Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto
Centre Reamers
Wells Bros. of Canada, Galt
Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Centre Punches
Stanley Rule & Level Co., New Britain, Conn.
Cement
Waller Belyea, Winnipeg
Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

CLASSIFIED LIST OF ADVERTISEMENTS

Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Geo. W. Reed, Montreal.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Iron
Metallic Roofing Co., Toronto and Winnipeg
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Copper Sheets
Booth-Coulter Co., Toronto.
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Cotter Pins
Wilkinson & Kompass, Hamilton
Crate Openers
Bridgeport Hardware Co., Bridgeport, Conn.
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield,
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandram-Henderson, Montreal.
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton

Escaped from Germany

AN escaped prisoner tells the story of his fearful experiences in Germany in MACLEAN'S MAGAZINE for November; and gives a vivid picture of conditions in Germany as he saw them. He got out by way of Holland after appalling perils and hardships. In Holland, he was photographed, but so altered was he that his wife quite failed to recognize him in this photograph. Read this story of this Canadian soldier's escape. It is gripping stuff—a rare tale.

Canadian Finances After the War

WILL business in Canada collapse when peace comes? It may. What do the big men say? What do they know? What do you think? Are your opinions well informed? The subject is of the greatest possible importance, and you will get light and leading by reading the contribution of Col. John Bayne Maclean, who has taken the trouble to get the opinion of the biggest and most highly placed men in Canada to help him prepare his article.

Back from the Arctic

WILLIAM THOMPSON, representing the American Geographical Society, was this year in the Arctic Regions. He went to the delta of the Mackenzie River, and took many excellent pictures of the country and its Eskimo inhabitants. He makes the November MACLEAN'S the vehicle of many of his pictures and for an account of his journey. Read what this Arctic scientist has to tell us about a remote part of our land.

Slackers and Conscription

WHAT is your attitude towards the draft? You have positive opinions, of course. How do they square with Miss Laut's as they are expressed in her ringing article on Slackers in the November MACLEAN'S?

The Nation's Business

THIS is a new feature—a fearless, well-informed survey of national affairs. What we all want is an outspoken—but not vindictive—and clear-visioned presentation of factors and facts affecting our national, political and economic welfare.

Sketches of Trench Life

By Gunner McRitchie

MCRITCHIE was a cartoonist on a Western Canada daily before he went overseas. He has done a number of sketches of trench life "On the Spot," and these he has sent home, for publication in MACLEAN'S MAGAZINE. They're interesting and good.

The Late Sir Mortimer Clark

BEFORE he died, a few week ago, the late Sir Mortimer Clark, eminent jurist and an ex-Lieutenant-Governor of Ontario, wrote for MACLEAN'S an article on "Safeguarding Your Heirs." It has to do with the functions, service and safety of Trust Companies as executors of estates. This article by a man so distinguished, so cautious, so able, and so wise a counsellor, can be of first-rate value to every man perplexed with the problem of how his estate can be safely and prudently administered after he, the testator, has passed from this life.

A Complete Novelette

By Peter B. Kyne

HIS story in the November MACLEAN'S is a thunderingly good story of lumbermen and lumbering. Red blood is in this tale of business. R. M. Brinkerhoff illustrates it.

Short Story

By Ethel Watts Mumford

THE writer of this short story—the first of a delightful series by this author to appear in MACLEAN'S—is very well known among short story writers. Delicate fancy, wholesomeness, freshness and finished workmanship characterize all her work.

Short Story

By W. A. Fraser

A MIGHTILY well-written story of India—the kind that we all delight in; tense, bewildering, and lots of action. Fraser never wrote a better short story than this. Ben Ward illustrates it.

Hendryx and Oppenheim

SERIALISTS

THE Gun Brand," by Hendryx, comes to an end in the November issue. Oppenheim's greatest story, "The Pawns Count," is continued. Oppenheim's story is the biggest single feature ever secured by MACLEAN'S.

MACLEAN'S MAGAZINE

for November At All News Dealers **15c.**

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock

Dumb Waiters
Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electrical Copper Bus Bar
Booth-Coulter Co., Toronto.

Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Electric Vacuum Cleaners
McDonald & Wilson, Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
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Jas. Cartland & Son, Ltd., Birmingham, Eng.

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Woodstock Wagon & Mfg. Co., Woodstock

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Wheeler & Bain, Toronto
James Bros. Co., Perth

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Montreal

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Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
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Standard Tube & Fence Co., Woodstock

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Plewes, Ltd., Winnipeg.
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Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

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Toronto Pottery Co., Ltd., Toronto

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Waller Belyea, Winnipeg
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Canada Metal Co., Ltd., Toronto

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Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
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Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

ELECTROS

for your Christmas Advertising

97

338

339

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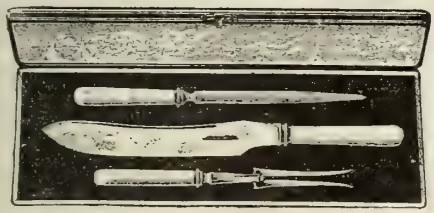

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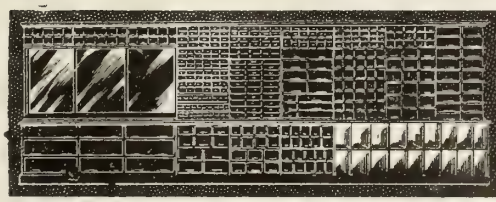

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Consolidated Plate Glass Co., Toronto

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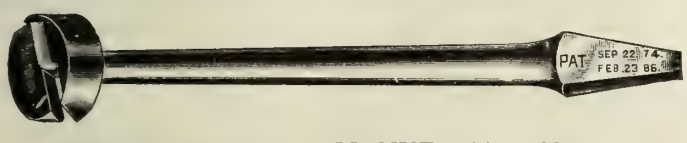

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Stratford Mfg. Co., Stratford
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National Machinery & Supply Co., Hamilton
Lawn Swings
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Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Banwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Settees
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Lawn Mowers
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A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Toronto Lock Co., Toronto.
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Notting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Cornices
Geo. W. Reed, Montreal.
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Lath
American Rolling Mill Co., Middletown, Ohio
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Geo. W. Reed, Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg

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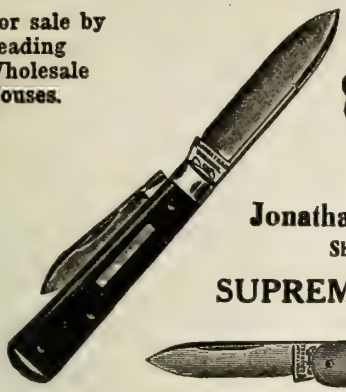

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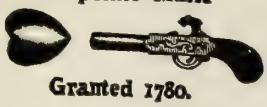

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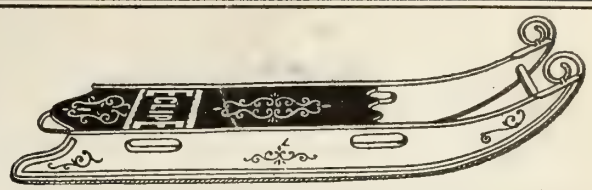

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5 Queen Street, Montreal, Que.

Western Representatives:
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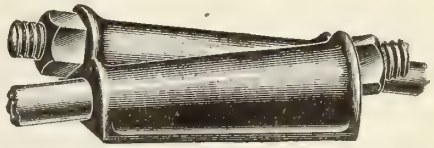

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Otterville, Ontario

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Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg

Monel Metal
International Nickle Co., New York

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Northern Electric Co., Montreal

Motor Generators
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Gananoque

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts
C. Kloepfer, Ltd., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Oil Stains
A. Ramsay & Son Co., Montreal

Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil, Furniture
Prairie City Oil Co., Winnipeg

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton

Paper Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

Paint, Galvanized Iron, Metal
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
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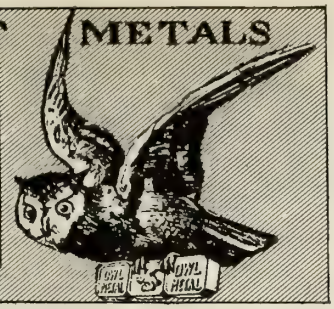

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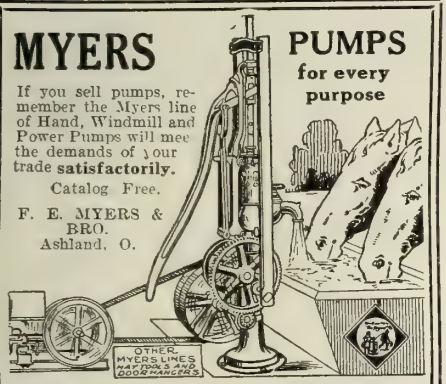

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The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

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B. Greening Wire Co., Ltd., Hamilton

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin
Canada Metal Co., Ltd., Toronto

Phosphor Copper
Canada Metal Co., Ltd., Toronto

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Canandaque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

Pipe Covering
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe (Vitrified Clay)
Toronto Pottery Co., Toronto.

Pipe System
Powerlight Co., Winnipeg

Pipe Vises
National Machinery & Supply Co., Hamilton

Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Plaster of Paris
Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg

Rice, Lewis & Sons, Ltd., Toronto
Bridgeport Hardware Co., Bridgeport, Conn.

Powder
Dominion Cartridge Co., Ltd., Montreal

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal

Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Portable Baskets
Toronto Lock Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

Powder, Smokeless
Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Pottery
Toronto Pottery Co., Ltd., Toronto

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
Dominion Cartridge Co., Ltd., Montreal

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

Pump Jacks
Beatty Bros., Fergus, Ont.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Plate Glass
G. F. Stephens & Co., Winnipeg

Pump Valves
Jenkins Bros., Ltd., Montreal

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gine Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges
Canada Stove & Foundry Co., Ltd., Montreal

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

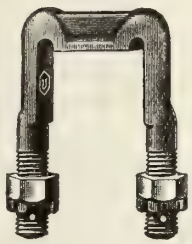
Ridgeroll
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Carriage, Machine and Stove **BOLTS** Nuts, Rivets and Washers



Auto Clips, Rims, Jumpers, Lock Washers, Springs, Tire Chains.

Hurry-up orders never catch us napping. We carry a complete stock and can give prompt delivery. At your service also for Bar Iron, Bar Steel, Band Steel, Angles, Bolt Ends, Turn Buckles, Auto Curtain Fasteners, Handles and Locks, Enamels. Varnishes, and all colors in Japan.

C. KLOEPFER, LIMITED
44-50 Wellington Street East
(Also at Guelph) TORONTO.

Arctic Metal
QUALITY
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.
"We guarantee what we make"
Tallman Brass & Metal Co.
HAMILTON, ONT.

Pig Tin, Pig Lead,
Ingot Copper,
Ingot Brass
SCRAP IRON, STEEL AND METAL
FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Winnipeg
C. C. CARTWRIGHT
85 Water St.

Montreal
EDWARD ROY
75 St. Timothy St.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker

A Perfect Cleaner

Easy on Clothes

Simple in Construction (no complicated parts to get out of order)

Works From An Ordinary Electric Light Socket

Washes and Wrings at the Same Time or Separately.

Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

Hamilton, Canada

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

Christmas in 6 Weeks

Only 6 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home a battery can be used with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited

TORONTO 220 King St. West ONTARIO

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing.
Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works: HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HOUSE NUMBERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BLUE LABEL LAMPS STAY SOLD

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

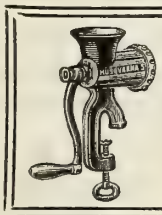
The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CHRISTMAS Show Cards and Price Tickets with the Yuletide touch.

W. H. STEVENSON
Stevenson Bldg. TORONTO



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TRY US FOR

BRASS CASTINGS

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.
115-121 SUMACH STREET TORONTO, CANADA

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 85

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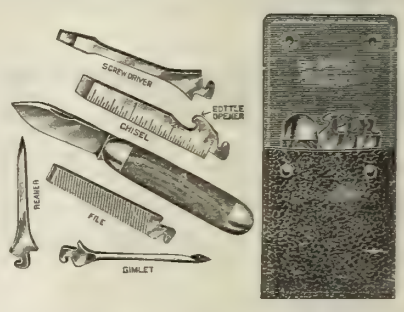
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.

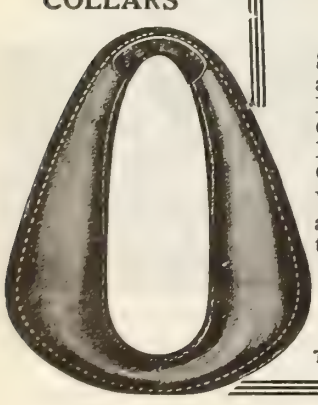


RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

WE SELL LANGFORD COLLARS



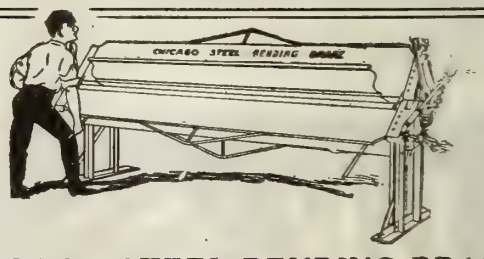
Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited

Toronto Whitby Winnipeg



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, O

Wanted

SITUATIONS VACANT

WANTED — CLERK FOR SASKATCHEWAN country hardware store, with knowledge of tinsmithing. Apply Box 498, Hardware and Metal, Toronto, stating age, salary, experience.

AGENCIES WANTED

WANTED — MANUFACTURER'S AGENT IN Ontario and Quebec to represent one of the largest manufacturers of cream separators in the world. Very attractive proposition can be made a good man who is acquainted with the trade and the territory, and who can sell a high-grade cream separator at an attractive price to dealers only. Give full particulars in first letter. Box 499, Hardware and Metal.

FRENCH ELECTRICAL ENGINEER HAVING large established clientele, desires direct agency for France of firms having large outputs of general equipment, dynamos and motors, circuit-breakers, conductors, motors, etc., as well as home labor-saving devices, irons, dryers, massage outfits, percolators, etc. Headquarters in the heart of Paris, near the Opera. Write E. A. B., Room 444, 14 Philipps Square, Montreal.

POSITION WANTED

TRAVELLER — ENERGETIC, SUCCESSFUL, excellent connection Western Ontario hardware, plumbing and machine trade, seeks kindred lines; highest references. Box 10, Hardware and Metal.

WANTED TO BUY

SQUARING SHEARS, 36", FOOT OR POWER. The James Stewart Mfg. Co., Limited, Woodstock, Ont.

FOR SALE

HARDWARE, BOOT AND SHOE BUSINESS for sale—clean stock, good surrounding country; doing good business; good reasons for owner retiring from business. Robert Neilly, Bradford, Ont.

FOR SALE—SECOND-HAND SAFE, IN GOOD condition; a serviceable size, fitted with Yale combination lock. Further particulars apply Bindloss Hardware Store, Bindloss, Alta.

FOR SALE—HARDWARE BUSINESS IN BEST town in Saskatchewan. Doing sixty thousand business with twenty thousand stock. About ten thousand will handle it; easy terms on balance. This is without a doubt the best buy in Canada to-day. Apply Box 500, Hardware and Metal.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

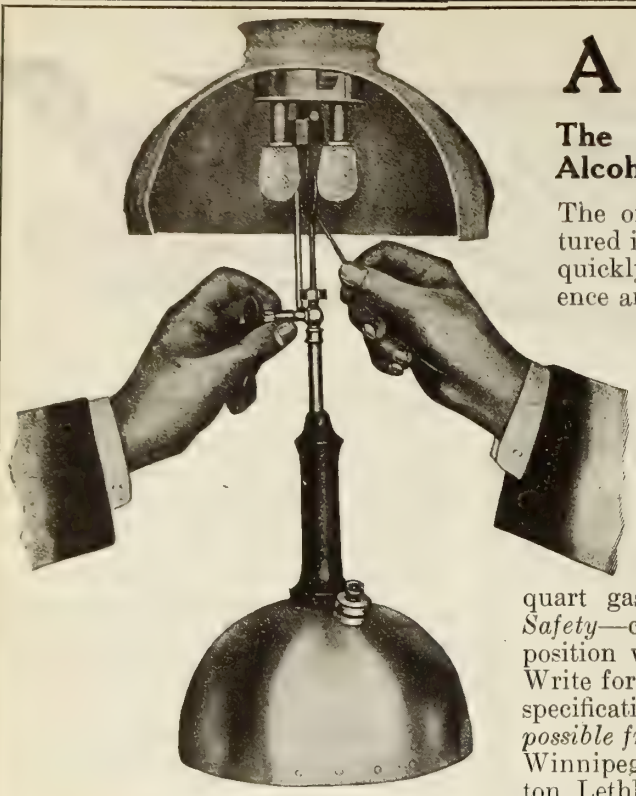
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

The only Gasoline Lamp manufactured in Canada. This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power. *Safety*—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton, Lethbridge or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Oh, Canada!

Our boys at the front are doing **Nobly.**

Are we doing our best to

BACK OUR BOYS?

Have **You** made up your mind to

BUY WAR BONDS

to the limit?

"Carry On" Canada

Walter Woods & Company

HAMILTON - ONTARIO

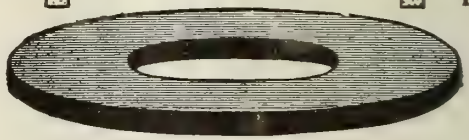
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

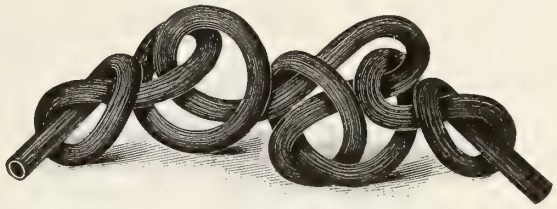
A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

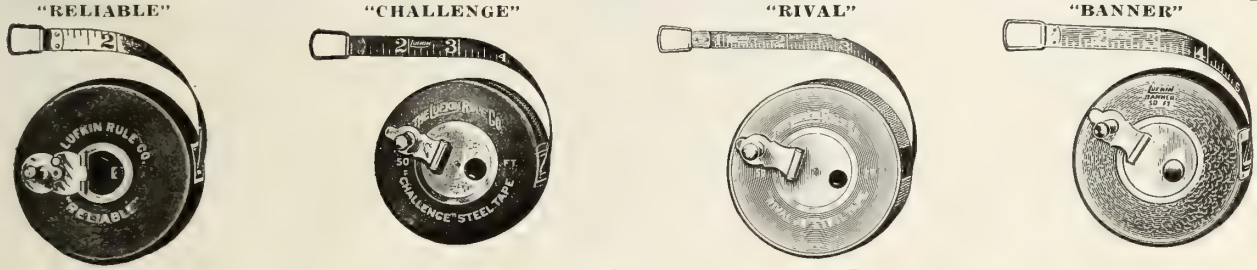


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"



Everybody Knows These LUFKIN Tapes

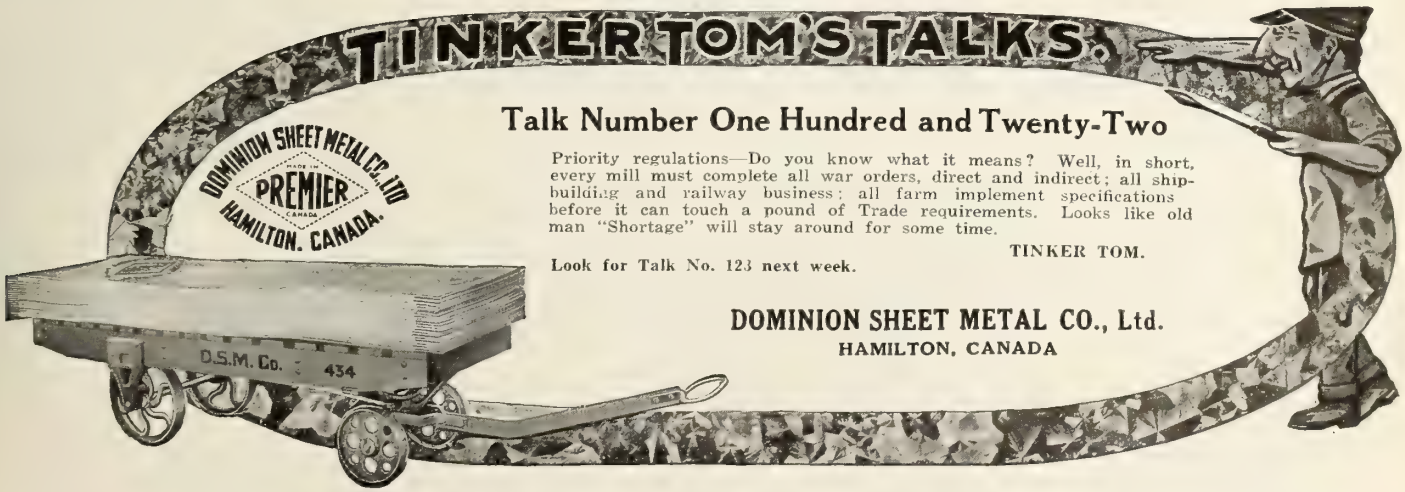
They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty-Two

Priority regulations—Do you know what it means? Well, in short, every mill must complete all war orders, direct and indirect; all ship-building and railway business; all farm implement specifications before it can touch a pound of Trade requirements. Looks like old man "Shortage" will stay around for some time.

TINKER TOM.

Look for Talk No. 123 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

ONEIDA JUMP

LONG SPRING ACTION -SURE TO HOLD

The **single spring** now used in all sizes of Oneida Jump Traps offers many advantages over the old-fashioned double spring used in similarly patterned game traps.

It travels much higher on the jaws, giving longer spring action and far greater holding power. No breakage due to short spring action under heavy pressure—no weakness due to rivet holes.

A typical improvement in game trap lesign—coming, of course, from Trapping Headquarters with seventy years' experience behind it.

Ask your jobber

Also makers of a complete line of Mouse and Rat Traps.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

BUY A BOND AND SUPPORT THE VICTORY LOAN

HARDWARE AND METAL

Vol. XXIX
No. 46

PUBLISHED EVERY SATURDAY SINCE 1888

November 17
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

BUY VICTORY BONDS

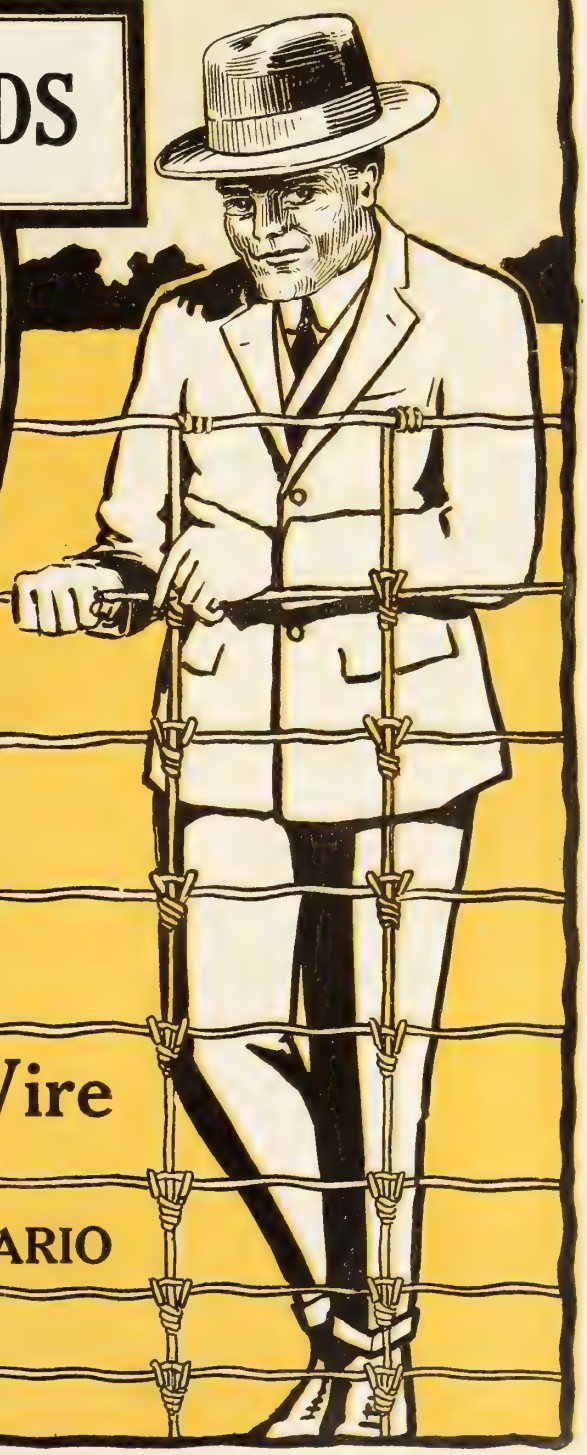
Help Win the War

A great many Hardware dealers find Frost products their best line

Do not go on missing such a "boon" to your business. Write for prices.

We operate our own wire drawing, galvanizing and wire weaving plants, and our lines include: Ready woven farm fences, ornamental fences, gates of all kinds, iron fences, galvanized and black wire, hay wire, bale ties and wire supplies for manufacturing firms.

You can do a big business in the above lines



Frost Steel and Wire Company

HAMILTON - ONTARIO

Kyanize Products

KY-AN-IZE

The Finest Varnishes and Enamels in the World
PLUS
The Most Efficient Advertising Campaign Ever Launched

That's the Kyanize way of doing business—and that's the reason The Boston Varnish Company is the fastest growing concern in the industry. That's the reason Kyanize dealers—only one to a territory, mind you—grow and prosper.

QUALITY GOODS AND QUALITY ADVERTISING FOR QUALITY DEALERS

ONLY ONE LIVE DEALER IN EACH LOCALITY

If there is no Kyanize dealer in your section and you want *more* business, *more* profit, write for the *Kyanize exclusive agency* plan right now. Every moment's delay is lost profit for you.

Order This Trial Lot E192

It contains the best-selling sizes of Kyanize White Enamel. With it we'll furnish you free the "Helping Hand" Counter Cut-out shown on the right —the hand that sells the goods.

Assortment E192—Order It To-day

3	½ Gal. Cans ..... @	$3.75	$11.25
3	¼ Gal. Cans ..... @	2.00	6.00
6	⅛ Gal. Cans ..... @	1.10	6.60
6	1 16 Gal. Cans ..... @	.60	3.60
			$27.45
	Less 30% Trade Discount.....		8.24
			$19.21

This life-size Kyanize Smiling Painter Cut-Out free to all Kyanize dealers. He will mark you out as the quality dealer of your town.

This Kyanize "Helping Hand" counter cut-out is only one of the many free Kyanize dealer helps we supply. This one is a proven salesman. You should have it.

The dealer who with Kyanize
Sets out on business bent
Will come one day to realize
What "Dealer's Aids" have meant.

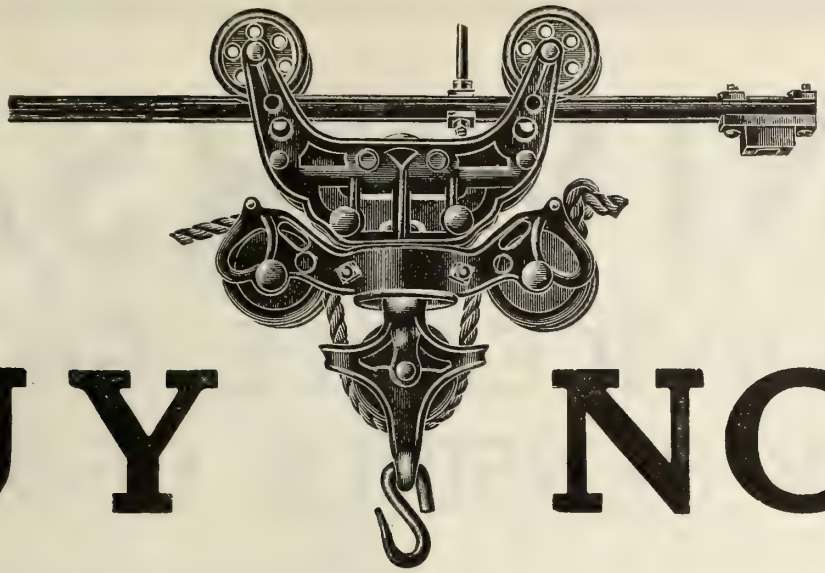
Boston Varnish Company

KY-AN-IZE

The J. H. Ashdown Hardware Co., Ltd., Calgary, Winnipeg, Saskatoon.

Sturgeons, Limited, 91 Church Street, Toronto.

Everett Station, Boston, U.S.A.



BUY NOW

And Be Sure of Your Supply

A BIG demand for hay tools next summer is inevitable. Almost every acre that will support a crop will be seeded. The Government has helped to solve the labor problem by supplying tractors for Fall ploughing. Crops next summer are certain to surpass all history; and there will be a demand for hay tools equally great.

The demand for hay tools has every year been larger than the year previous. Next summer's demand will far exceed that of the summer which has just passed.

There was a shortage of hay tools this summer. There will be a greater shortage next summer, because the increase in manufacture has not kept pace with the increase in crop production. The increased cost of malleable iron and the scarcity of it, as well as the scarcity of labor, prevent our increasing the production of this line as we would like. Many farmers will call at your store next summer for hay carriers and hay tool supplies. They cannot wait, for to wait means a partial loss of their crops; they must get their hay tracks, forks, pulleys, cars, rope, etc., from you or from someone else. Make sure of your supply so that you will not lose this trade. Make sure by ordering now.

If you wait, you may have to order the goods to come by express, and express charges and phone messages eat up a lot of profit.

The terms are July 1st, if for delivery not sooner than February 1st.

We will fill all orders in their turn. First come, first served. If you order now, your goods will be shipped before the goods of the dealer who puts off until the last moment.

B T
HAY CARRIERS

Pumps, Churns,
Ladders, Washers,
Barn Door Track,
Butter Workers,
Grain Grinders,
Tanks, Water Bowls.

BEATTY BROS. LIMITED

FERGUS, ONT.
MONTREAL, QUE.
ST. JOHN, N.B.
WINNIPEG, MAN.
EDMONTON, ALTA.
LONDON, ONT.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

SERVICEABLE GIFTS FOR SENSIBLE PEOPLE

Electric Coffee Percolator
No. E9637

This year more than ever before the necessity of serviceable gifts is apparent. UNIVERSAL goods are especially adapted to this demand. The name

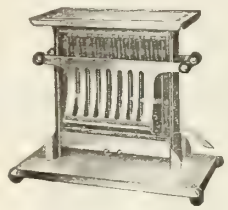
UNIVERSAL

signifies quality and practical service to the buying public.

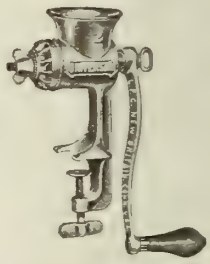
The next few weeks will make a merry profit for many UNIVERSAL dealers. How is your stock of UNIVERSAL Home Needs? Are you prepared that you may participate in this UNIVERSAL business?

You still have time to replenish your UNIVERSAL stock, providing you ACT NOW.

Percolator No. 76
6 Cups



Electric Toaster
No. E946.



Food Chopper
No. 2
Made in 4 sizes.

Electric Chafing Dish
No. E940.

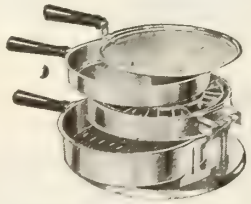
Landers, Frary & Clark

New Britain, Conn.

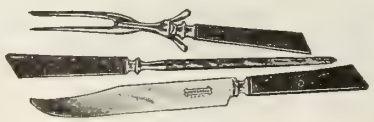
Canadian Representatives:
A. MACFARLANE & CO., LIMITED
MONTREAL

Bread Maker
No. 4—6 Loaves
Made in 4 sizes.

Planked Steak Holder. No. 571816.



Electric Four-Heat Grill
No. E984.



Carvers Buffalo "Ivory" Handles.
No. V9143.

Pie Dish. No. 722309

If interested, tear out this page and keep with letters to be answered.

Continued good times in Canada are essential to victory; these good times are dependent entirely upon Canadians.

The success of your business will be gauged by the degree of success of the

Victory Loan

Canada's prosperity depends upon keeping our factories and farmers busy with more orders. To enable the Allies to continue buying in Canada, we must loan them the money the same as the United States is doing. If we don't do this, their purchases will stop.

VICTORY BONDS

WHEN YOU BUY A BOND:- YOU MAKE AN INVESTMENT AS SAFE AS ANY IN THE WORLD—

A CANADIAN GOVERNMENT BOND THAT PAYS YOU FIRST-CLASS INTEREST.

A Nation Thrives Through the Thrift of Its People

A Victory Bond is a promise of the Dominion of Canada to pay a sum of money at a definite time.

Interest is paid on these bonds every six months.

Interest rate on these bonds 5½%, free of Dominion Government taxes.

Back of the Victory Loan promise to pay is all the strength, power and wealth of the Dominion of Canada.

THINK WHAT THAT MEANS!

A Victory Bond is a thing to strive for, to prize, to keep. It represents money, you can look at it, feel of it, know that you have it—just like a five dollar bill or a ten dollar bill, only better, because it brings you in AN INCOME and should you wish to turn it into money, it can be sold at any time.

Any bank or bond dealer will tell you how to subscribe—it is just as much their duty to tell you how as it is your duty to subscribe.

You can buy a $50 bond, or one of $100, $500, $1,000 or more.

YOU CAN PAY IN INSTALMENTS.

Will you lend your Country $50, or as much more as you are able to help finish the war and maintain Canada's prosperity.

Remember, you are not GIVING this money, you are lending it, SAVING it. It is going to work for you, bring you an income and be paid back to you by your Country.

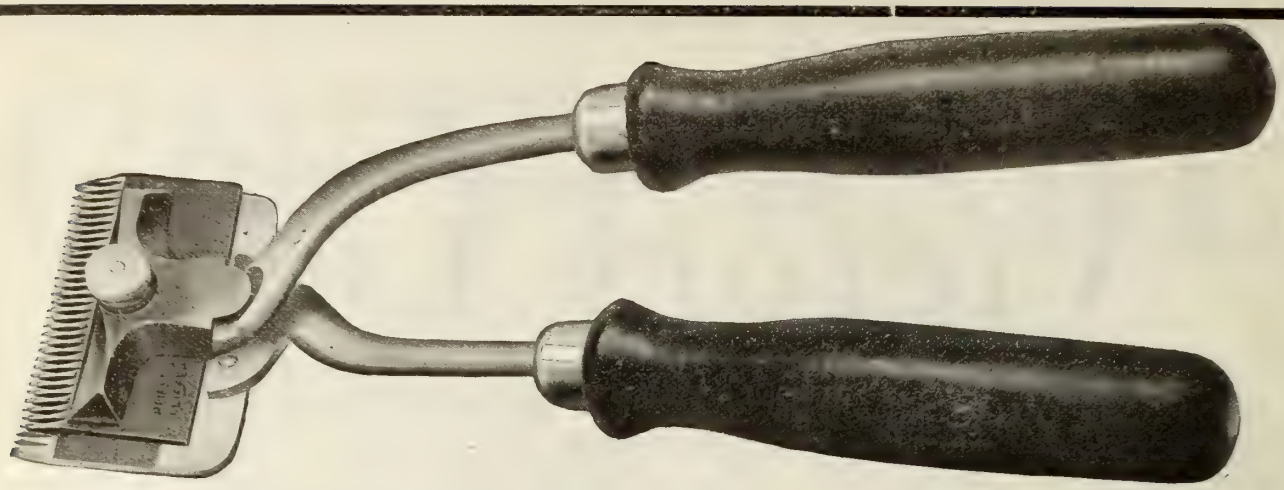
These bonds are the safest investment you can make.

You also give your personal pledge that Canada is in this war to the end. You are, therefore, a patriotic citizen and a good business man when you

BUY CANADA'S VICTORY BONDS

LEWIS BROS., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's Coal Hods, Etc.

Are you sufficiently stocked with these goods?

The dealer who anticipates his wants and has seasonable goods always on hand, is the man who gets the business. We can ship any goods required promptly. *Order now.*

The Thos. Davidson Mfg. Co., Ltd.
MONTREAL TORONTO WINNIPEG

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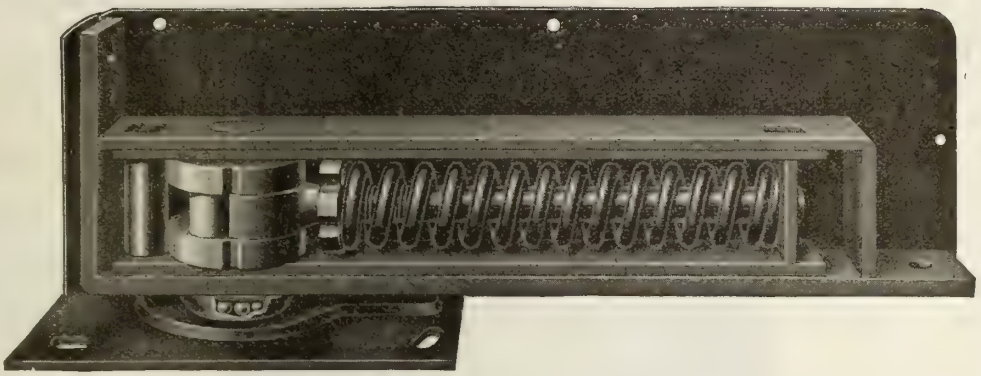
NATIONAL MFG. CO.

No. 240 BALL-BEARING FLOOR HINGE



View showing Hinge with one side plate, back plate and floor plate attached.

Get the Builders in Town Interested

They can make or break the reputation of the builders' hardware you carry. Their opinions are certainly worth their weight in gold—home owners abide by their views, at any rate.

Show National Ball Bearing Floor Hinge. Point out its many vital features:

—the wear-saving structure of the spring
—the positive adjustment for pressure
—the systematic carriage of weight
—the ball-bearing action

This National product is just what builders have been looking for. You will find it a profitable item to carry, and to **push.**

Packed one in a box, complete with all necessary parts and illustrated directions for attaching; one dozen in a case—any finish.

Write at once.

National Mfg. Co., Sterling, Ill.

If interested, tear out this page and keep with letters to be answered.

The "Hatch Garage Door Outfit"

Makes the most used part of the garage a constant source of pleasure instead of annoyance.

The smooth sliding rollers hold the doors in place, takes the bind off the hinges, and the doors open and close with exceptional ease.

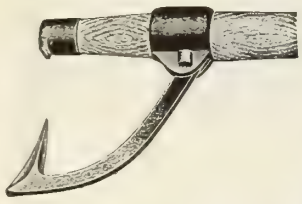
The single hinged door allows access to the garage without disturbing the other two.

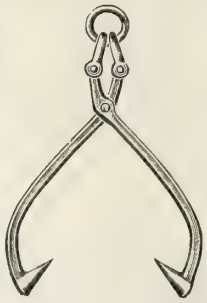
No trouble with Snow or **ice**, they in no way interfere with its working.

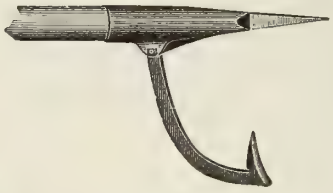
Don't wait. Be the first in your territory to show this outfit. There's a substantial profit in every sale.

Swing in to-day, write our Hanger Department for sales helps and Hanger Service.

Canada Steel Goods Company, Limited, Hamilton, Ont.







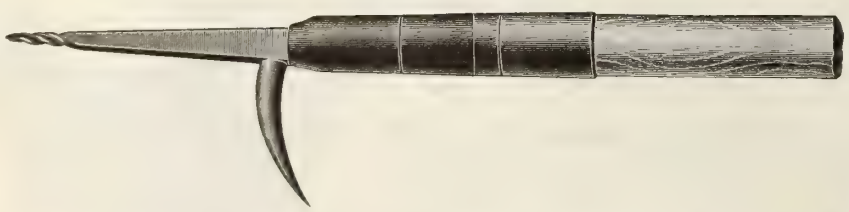
"SOO LINE"

LOGGING TOOLS HAVE ESTABLISHED AN ENVIABLE NAME FOR THEMSELVES AMONG LUMBERMEN WHO INSIST ON QUALITY FIRST. DON'T HAVE TO TELL THEM "THIS IS JUST AS GOOD."

"SAGER" AXES

ARE AT THEIR BEST WHEN SUBJECTED TO EXTREME CONDITIONS. THEIR POPULARITY IS DUE TO THEIR DEPENDABLE QUALITY AND EXCELLENT WORKMANSHIP.

MAKE YOUR STOCK OF LUMBERMEN'S SUPPLIES COMPLETE BY CARRYING THESE TWO WELL-KNOWN AND POPULAR LINES.



Canadian Warren Axe and Tool Co.

Limited

ST. CATHARINES, ONTARIO

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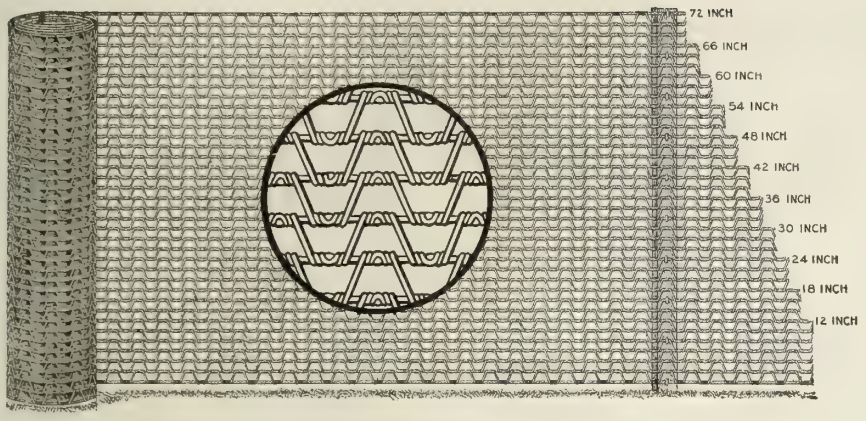
All Poultry Netting Made in the United States Is Not "U.S." Netting



A customer will occasionally report to us that he finds he has stocked an inferior grade of Poultry Netting instead of the genuine "U.S." kind that he had intended to purchase. A word of caution is therefore necessary.

Any form of Poultry Netting made in the United States may be referred to in general terms as a U.S. Netting, but it is only the product of The Indiana Steel & Wire Co., of Muncie, that is the original "U.S." Poultry Fence, with which the trade is familiar.

"U.S." Poultry Fence, the kind that stretches perfectly and stays stretched; looks better; lasts longer, and gives the maximum of all round general satisfaction, can only be made by the one firm in the United States — who control the patents and have the only equipment for properly making this type of fence at a marketable price.

Order through the authorized agents and **know** you are getting the right goods. The Muncie plant covers over twenty acres, is equipped with the latest and best machinery throughout, complete wire drawing, annealing and galvanizing outfits, special furnaces and every known appliance and labor-saving device used in the modern manufacture and treating of wire, and in addition the modern looms, which are patented, as well as many special and improved appliances and machines known only to the firm, which insures the high standard of product and enables the makers to guarantee satisfaction.

Exclusive Selling Agents for "U.S." Poultry Netting in Ontario, Quebec, Nova Scotia and New Brunswick.

Rice, Lewis & Son, Ltd.
19 Victoria St., Phone Main 4040, Toronto

Caverhill, Learmont & Co.
Montreal

If interested, tear out this page and keep with letters to be answered.

Buy Victory Bonds

Because:

—You are a Canadian
—You want to help Canada to be prosperous
—You want to help win the war.

Buy Victory Bonds

Because:

—They are a safe investment
—You get good interest on your money
—You can sell your bonds any time and get your money back.

Buy Victory Bonds

Because:

—Canada needs the use of your money
—You can spare it
—It is your duty to do so.

If you have not already purchased your Victory Bonds, do so at once—If you have purchased some, go now and buy some more. See that your employes buy some, every one helps. See that each of your clerks buys a bond—help him to do so. Buy one for your wife—buy one for each of your children. Buy to the limit of your ability.

Space Donated by
CAVERHILL LEARMONT & CO., MONTREAL

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

STANDARDIZED CUTTING QUALITIES

Since the one purpose of a file is to cut, the toughness, regularity and sharpness of the teeth are all important.

A capable mechanic can positively "feel" these qualities in a "Famous Five" file.

The sharp, keen edged teeth arranged in uniform rows, plus its even balance, tells him at once it's a good, serviceable tool.

It is these qualities that have made "Famous Five" Files Standard Grade Tools everywhere.

That's why it pays to sell them.

Specify them when ordering

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker

A Perfect Cleaner

Easy on Clothes

Simple in Construction (no complicated parts to get out of order)

Works From An Ordinary Electric Light Socket

Washes and Wrings at the Same Time or Separately.

Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.
Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are fully guaranteed.

The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are ***solid***, therefore most suitable for ***stiff*** beards and tender skins.

We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.

T. H. RANDOLPH, ***Managing Director.***

If interested, tear out this page and keep with letters to be answered.

Christmas in 5 Weeks

Only 5 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home **a battery can be used** with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

CHIEF OF THE DEPARTMENT OF AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

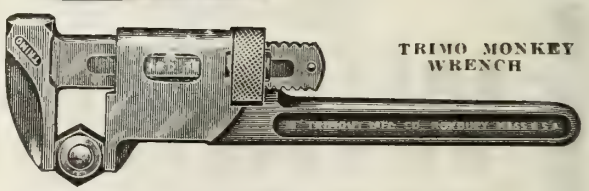
Nut with Nut Guards

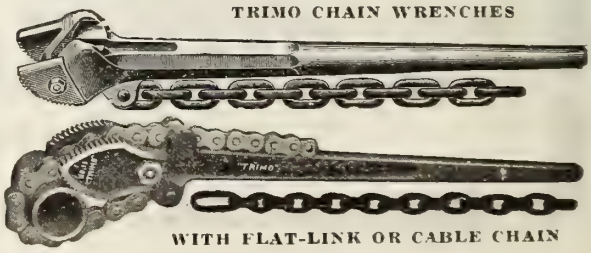
BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

**55-71 Amory Street
Roxbury, Mass.
U.S.A.**





If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

To Maintain Industrial Activity Subscribe Liberally for Canada's Victory Bonds

Great Britain must now purchase where she can get credit. If Canada grants the credit—she will get the business.

Donated by

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Good Luck to the Victory Loan

Without the silver bullets the war cannot be won. Buy to the limit of your means.

Space contributed by:
B. & S. H. THOMPSON & COMPANY, LIMITED, MONTREAL.

If interested, tear out this page and keep with letters to be answered.

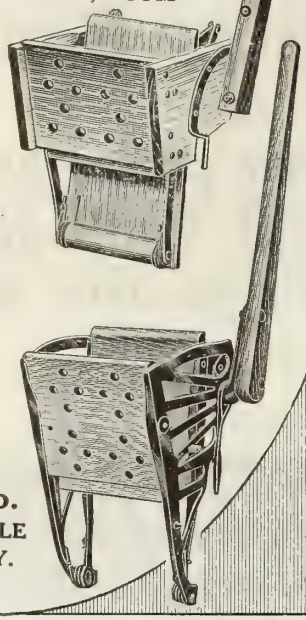
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

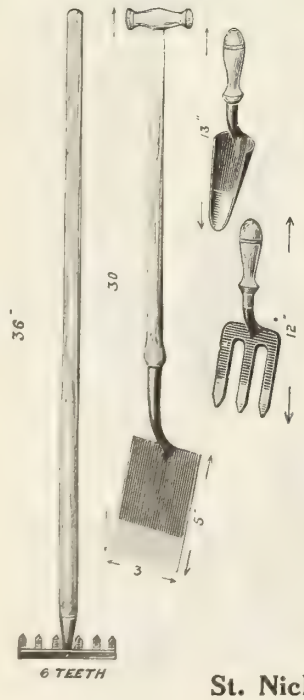
Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

WARD & PAYNE, TRADE MARK W P SHEFFIELD



The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

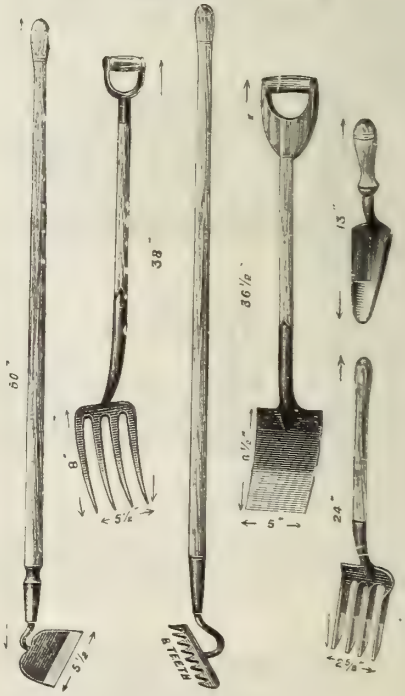
For full particulars, write

Canadian Representatives:

ALEXANDER GIBB

St. Nicholas Building - - MONTREAL

SHERMAN F. AINSLIE, Spadina Avenue, TORONTO



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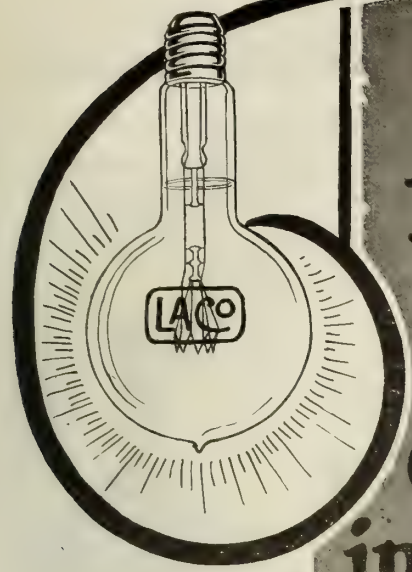
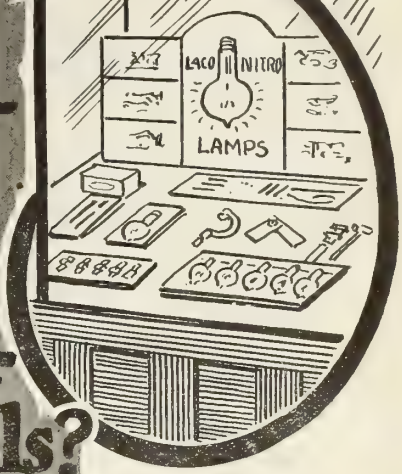
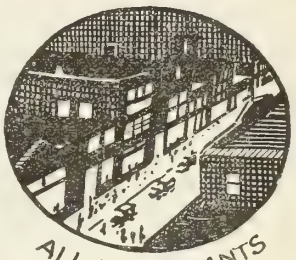


Are You Profiting by our Advertising Campaign in Canada's Leading Trade Journals?



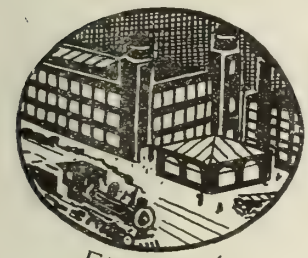
PULP & PAPER MILL


ALL MERCHANTS

Merchants and manufacturers throughout the Dominion of Canada are being reached each issue through the representative trade papers in Canada, by our advertising.

EVERY MANUFACTURER KNOWS there is a direct relation between proper lighting and profit. During the short fall and winter months every manufacturer and merchant realizes the necessity of proper lighting.

EVERY DEALER should take advantage of the demand for the light which will best meet this tremendous call for proper lighting.


FACTORY

THE WOOD WORKER

LACO NITRO LAMP "THE LIGHT THAT GIVES MORE LIGHT"

This light gives universal satisfaction. The repeat orders that you will get for it will prove its value to you. This is the opportune time to stock, sell and push the Laco Nitro Lamp.

Our present stock in Canada is ample to insure you that you can supply all demands.

POWER HOUSE

TEXTILE MILL

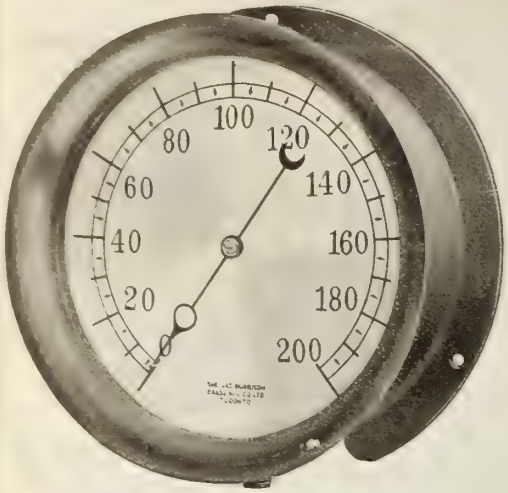
The Laco Nitro Lamp is the greatest development of the Tungsten Electric Bulb. It has a tungsten filament suspended in a nitrogen gas-filled bulb. It gives greater light per watt and has a longer life than any other type of lamp.

NOW is the time to act. Write your jobber, or to us.

CANADIAN LACO-PHILIPS CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

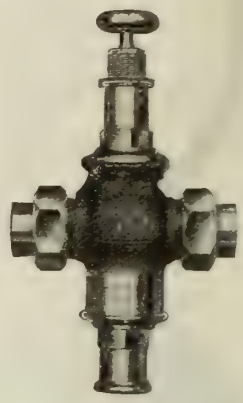
If interested, tear out this page and keep with letters to be answered.



Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

MADE ONLY BY

Wm. Newman & Sons LIMITED

BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

Oil—More Oil

Every car that passes your door is using up oil. Do YOU want to replenish it?

All day long automobiles pass your door. Every one of these cars is using up oil.

Are you getting your share of this lubrication business?

Up-to-date hardware dealers who carry Gargoyle Mobiloils find that practically every car owner, whether local or transient, is a possible customer.

These hardware dealers have discovered that they can sell high-grade lubricants to motorists just as well as any other dealer.

Gargoyle Mobiloils have won high popularity through their sheer lubricating efficiency. Hundreds of thousands of motorists are using the grade of Gargoyle Mobiloils specified by the Chart of Recommendations for their cars.

Hardware dealers who display Gargoyle Mobiloils with the Chart of Recommendations are equipped to supply the oil that is scientifically correct for **every car on the road.**

The display of Gargoyle Mobiloils brings more than sales of a popular brand of oil. It establishes you as a lubrication expert, backed by the prestige of the Gargoyle Mobiloils Chart of Recommendations, for years the accepted standard for Correct Automobile Lubrication.

This Chart contains the name of practically every make and model of car, and specifies the correct grade of Gargoyle Mobiloils to be used in summer and winter.

Dealers who sell these oils use this Chart as their authority. No matter what car the customer owns, new or old, low-priced or expensive, the correct grade of Gargoyle Mobiloils is specified for each and every one.

GARGOYLE

Mobiloils

A grade for each type of motor

Alert dealers are getting their full share of lubricating oil business by using this Chart.

The four grades of Gargoyle Mobiloils, for gasoline engine lubrication, purified to remove free carbon, are:

Gargoyle Mobiloil "A" Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E" Gargoyle Mobiloil "Arctic"

Sold in one and 4-gallon cans, and in barrels and half-barrels.

Write to-day to Room 704, Imperial Oil Bldg., Toronto, for our booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, motorcycles, tractors and motorboat engines. We shall also be glad to send you a description of the Gargoyle Mobiloils line with price discounts to dealers.

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

Escaped from Germany

AN escaped prisoner tells the story of his fearful experiences in Germany in MACLEAN'S MAGAZINE for November; and gives a vivid picture of conditions in Germany as he saw them. He got out by way of Holland after appalling perils and hardships. In Holland, he was photographed, but so altered was he that his wife quite failed to recognize him in this photograph. Read this story of this Canadian soldier's escape. It is gripping stuff—a rare tale.

Canadian Finances After the War

WILL business in Canada collapse when peace comes? It may. What do the big men say? What do they know? What do you think? Are your opinions well informed? The subject is of the greatest possible importance, and you will get light and leading by reading the contribution of Col. John Bayne Maclean, who has taken the trouble to get the opinion of the biggest and most highly placed men in Canada to help him prepare his article.

Back from the Arctic

WILLIAM THOMPSON, representing the American Geographical Society, was this year in the Arctic Regions. He went to the delta of the Mackenzie River, and took many excellent pictures of the country and its Eskimo inhabitants. He makes the November MACLEAN'S the vehicle of many of his pictures and for an account of his journey. Read what this Arctic scientist has to tell us about a remote part of our land.

Slackers and Conscription

WHAT is your attitude towards the draft? You have positive opinions, of course. How do they square with Miss Laut's as they are expressed in her ringing article on Slackers in the November MACLEAN'S?

The Nation's Business

THIS is a new feature—a fearless, well-informed survey of national affairs. What we all want is an outspoken—but not vindictive—and clear-visioned presentation of factors and facts affecting our national, political and economic welfare.

Sketches of Trench Life

By Gunner McRitchie

MCRITCHIE was a cartoonist on a Western Canada daily before he went overseas. He has done a number of sketches of trench life "On the Spot," and these he has sent home, for publication in MACLEAN'S MAGAZINE. They're interesting and good.

The Late Sir Mortimer Clark

BEFORE he died, a few week ago, the late Sir Mortimer Clark, eminent jurist and an ex-Lieutenant-Governor of Ontario, wrote for MACLEAN'S an article on "Safeguarding Your Heirs." It has to do with the functions, service and safety of Trust Companies as executors of estates. This article by a man so distinguished, so cautious, so able, and so wise a counsellor, can be of first-rate value to every man perplexed with the problem of how his estate can be safely and prudently administered after he, the testator, has passed from this life.

A Complete Novelette

By Peter B. Kyne

HIS story in the November MACLEAN'S is a thunderingly good story of lumbermen and lumbering. Red blood is in this tale of business. R. M. Brinkerhoff illustrates it.

Short Story

By Ethel Watts Mumford

THE writer of this short story—the first of a delightful series by this author to appear in MACLEAN'S—is very well known among short story writers. Delicate fancy, wholesomeness, freshness and finished workmanship characterize all her work.

Short Story

By W. A. Fraser

A MIGHTILY well-written story of India—the kind that we all delight in; tense, bewildering, and lots of action. Fraser never wrote a better short story than this. Ben Ward illustrates it.

Hendryx and Oppenheim

SERIALISTS

THE Gun Brand," by Hendryx, comes to an end in the November issue. Oppenheim's greatest story, "The Pawns Count," is continued. Oppenheim's story is the biggest single feature ever secured by MACLEAN'S.

MACLEAN'S MAGAZINE

for November At All News Dealers **15c.**

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled

Mechanics come to your store to buy Starrett Tools because they know there are none finer, none more accurate, none more dependable. It's the same with

Starrett Hack Saws

Whether your customer wants these saws in large quantities for a big shop or in smaller numbers for occasional use, you can show him that he buys more than a good hack saw; he buys the right hack saw, the one best fitted for the job.

The right hack saw cuts quicker, thereby saving valuable time. It lasts longer—doesn't dull as quickly, doesn't break as easily—thereby saving money because fewer are required.

Our catalog No. 21MA describes the hack saw that is unexcelled and tells both you and your customer how to pick the number of saw that will do the best work on any given job.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Co.

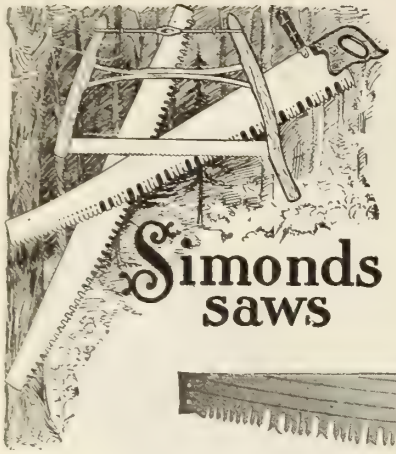
The World's Greatest Toolmakers

Athol, Mass.

NEW YORK LONDON CHICAGO

42-742.

If interested, tear out this page and keep with letters to be answered.

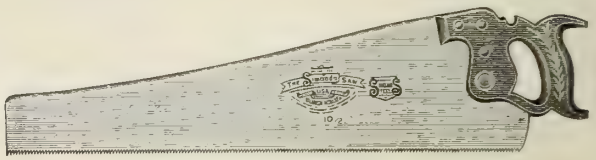


The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

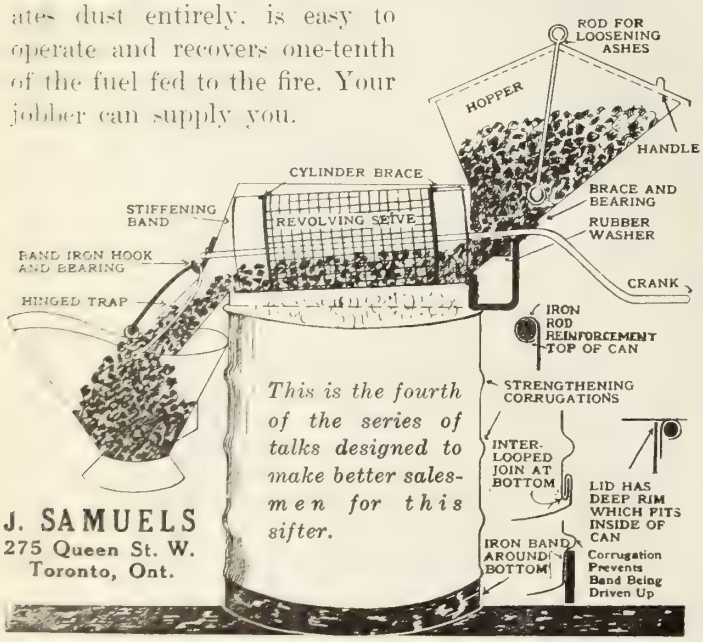


No. 10½. Sway Back Hand Saw.

SAMUELS' "CANADA" Dustless ASH SIFTER

No Excuse Left Now

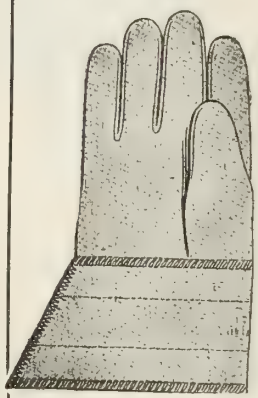
That old excuse of ash sifting "slackers," "too much work, too much dust," does not apply now with Samuels' "Canada" Dustless Ash Sifter on the market. It eliminates dust entirely, is easy to operate and recovers one-tenth of the fuel fed to the fire. Your jobber can supply you.



This is the fourth of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves
Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

PEERLESS PERFECTION

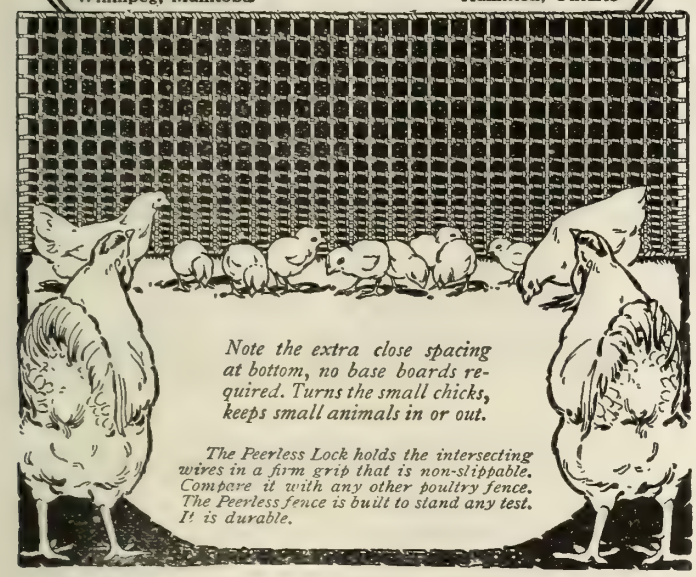
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out —both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

"Belleville"

Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

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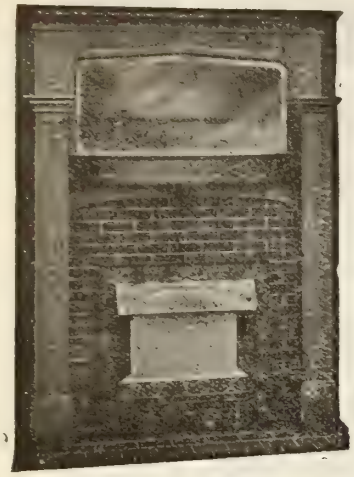


The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

CANE'S Clothes Pins

NOT

"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

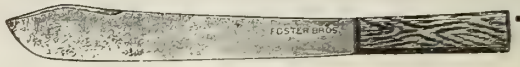
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited

MANUFACTURERS

Newmarket Ontario



FOSTER BROS.' BUTCHERS' KNIVES

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Established Since 1835

Fast Selling Line

MENDETS

A PATENT PATCH

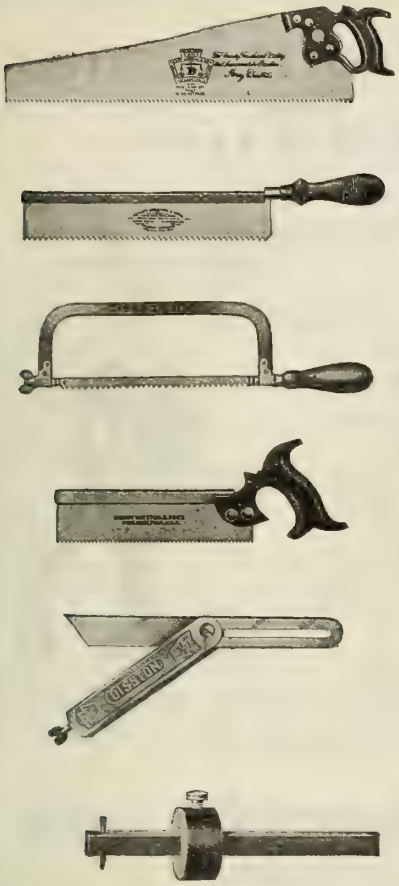
Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.
DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

MADE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.



How about the "Handy-man-about-the-house"?

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6 point hand saw is not suitable for cabinet work in hardwood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

Other Disston Tools are of the same high standard

HENRY DISSTON & SONS, Limited

TORONTO, CANADA

REG. U.S. PAT. OFF.

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works: HAMILTON, CANADA

A Damaged Table Top, A Piece of Chintz, and A Sheet of Plate Glass

Right in your own neighborhood there are, without doubt, many once-beautiful tables now kept out of sight of guests because of scratched and mutilated tops.

You can considerably increase your sales of plate glass by demonstrating in your store how, at small expense, new tops can be had.

A sheet of clear, clean plate glass over a pretty piece of chintz gives just as beautiful and artistic a table top as any housewife could hope to own. Try it on your customers.

We can help with display cards, etc. Write for some to-day.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST, TORONTO

If interested, tear out this page and keep with letters to be answered.

Manufacturers of high-grade trucks. Above illustrates popular style of rubber-tired truck. Write for prices.

The London Foundry Co., Ltd.
LONDON, ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

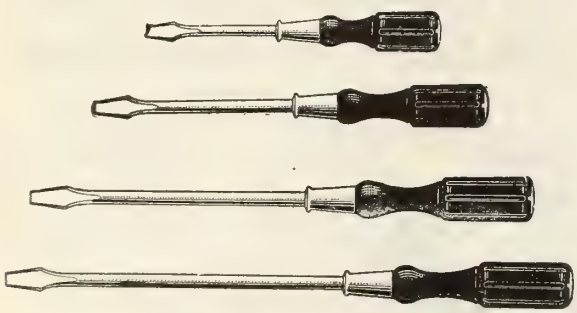
The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability.**
Blade, Shank and Head are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.
"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

P H
TRADE MARK

QUALITY FILES

—

The Standard of File Efficiency

—

Made in Canada
By Canadians
For Canadians

—

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

If interested, tear out this page and keep with letters to be answered.

A Good Thing for the Fighters
A Good Thing for the Workers
A Good Thing for the Merchant

VICTORY BONDS

Everybody wants to keep Canada's fighting men fully equipped so that they lack nothing essential to success. Everybody wants to see business activity and agricultural production increase. So everybody should buy Victory Bonds, the purpose of which is to improve production and maintain fighting efficiency.

The Pedlar People Limited

Manufacturers of "Pedlar's Perfect Sheet Metal Products"
(ESTABLISHED 1861)
EXECUTIVE OFFICES AND FACTORIES: OSHAWA, ONT.
Branches: Montreal Ottawa Toronto London Winnipeg Vancouver

Hickory Handles

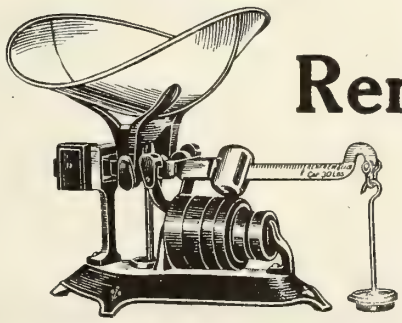
We have a Large Stock on Hand

There is a decided scarcity of stock for *Hickory Handles.* But we have been fortunate in securing a big stock and we are able to supply the trade with all kinds of good quality hickory handles. Orders promptly filled—act quick, we don't know what the future may hold forth.

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.
St. Thomas, Ontario



The
Renfrew
Household Scale
Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Prompt Service

Our factories never were in better position to give prompt attention to orders. That means rubber needs for the Hardware Trade can be delivered with a promptness that is sure to please.

And to further facilitate deliveries, reserve stocks are kept at all our service branches throughout Canada. Your orders, sent direct to our nearest branch, will receive prompt and intelligent attention.

WE AIM TO SERVE AND PLEASE THE TRADE.

Canadian Consolidated Rubber Co. Limited

Head Office · · MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, NOVEMBER 17, 1917 No. 46

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SUPPOSE you were asked how to equip with hardware a garage like that illustrated above. You'd want doors that could be opened and closed easily, locked securely and closed weather-tight. For this purpose you should do as the owner of this garage did:

STANLEY GARAGE HARDWARE

THE doors swing smoothly on Stanley Garage Hinges No. 1457; Garage Bolts No. 1055 and 1056 fasten the doors safely shut, and STANLEY Garage Door Holders No. 1774 prevent the opened doors from slamming against the car entering or leaving the garage.

STANLEY Garage Hardware is strong, reliable and suitable for all types and sizes of garages.

STANLEY Garage Hardware is in demand and is profitable for you to handle.

To-day write for information and prices.

The Stanley Works
NEW BRITAIN CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Building, Montreal

"Will He Come Back For More?"

IF the answer is "Yes," then there's *profit* for you in selling razors and razor blades.

I want you to know why my razor blades *will* make your customers come back for more; why the man with the Penn Razor and Penn Honing Strop is glad to pass along the news of the quick, clean, smooth-and-easy shave that the Penn gives him every morning.

I get the best razor steel I can obtain. I'm glad to pay several times what ordinary steel would cost, because I know I'm getting my money's worth. I have my steel treated by the best process known.

But I realize that no blade will stay sharp very long without stropping or honing. So I have perfected a honing strop with a blade holder, so simple that *anybody* can get a fine new edge on his blade in *10 seconds*.

I have so much confidence in my razor and blades that I authorize dealers to refund the purchase price without question to any unsatisfied customer. And I refund to the dealer the full cash profit on the sale.

Isn't to-day a mighty good time to start selling the guaranteed, satisfaction-building Penn Razor and Honing Strop? Let me hear from you.

(Signed) A. C. Penn

Penn Safety Razor

PENN SAFETY RAZOR triple silver plated, with five Penn long-lived blades in handsome waterproof case - - $1.50

PENN HONING STROP with both abrasive and finishing sides. A few strokes do the trick. Including correct-angle blade handle $1.50

A. C. PENN, Inc.
New York City

Canadian Distributors:
MENZIES & CO., Ltd.
439 King St. W.,
TORONTO

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, NOVEMBER 17, 1917 No. 46

Summer Comforts in Winter Driving

Looking at the Motorists' Needs—Twelve Months' Use of Car Desirable — Consider the Owner's Comfort First—The Car Must be Considered, Too—Requirements in Driving and Starting—The Once-in-a-while or Not-at-all Motorist—Hardwaremen to the Front—Some Suggestions.

IT is with some degree of foreboding that the average motorist looks to approaching winter as the time when he will have to give up that enjoyment which can only be derived behind the steering wheel of his car. And yet, should he give up driving his car? Should he store it away for the next four or five months? Are there not devices which take the chill out of the air, which enable him to get over the ground even if it is covered with snow?

Most certainly the man who wants to drive his car throughout the winter will welcome suggestions along the lines which he should follow to protect his car and to keep himself warm. Even the motorist who intends putting his car away for the winter months will want some ideas as to how his car may come through the months of idleness with the least possible deterioration. To both of these types, then, is the hardwareman directing his attention and with a splendid measure of success.

12 Months' Use of Car Desirable

To-day the average motorist wants to keep his car in operation twelve months in the year. This means that with the chill blasts of winter within hailing distance, the owner must make provision for heating his garage, for having his passengers comfortable by the installation of a heater and the use of special winter wraps. He must also be able to overcome any little trouble there may be in starting his car after it has been standing in the street a few hours and a few pointers on how to take care of the car in inclement weather would undoubtedly be appreciated.

Consider the Owner's Comfort First

The first thing which must concern the man in thinking of winter's approach is whether he can keep himself comfortable—consideration of the car is a matter of secondary importance. About the first question then to be considered is that of an enclosure such as a winter top, a new body with permanent roof or an open body with new curtains which will keep out the cold. In addition to this it is really essential to have a car heater of some type—otherwise the passengers must bundle themselves up to such an extent that they would feel uncomfortable. There are numerous types of heaters, but the type using exhaust gas is the cheapest to operate and gives splendid results. Care should be taken in the selection of the heater and one which can be easily dismantled and cleaned of any accumulation of carbon undoubtedly has its advantages.

The sale of driving gloves should be lively as these are needed whether the car is heated or not. There are also devices which are used for warming the steering wheel at points where the hands grip, these being operated in a great many cases by electricity taken from the storage battery or in the case of the Ford from the magneto.

At least one robe is essential and if the car is not heated it may be necessary to have two or more to keep comfortably warm. The owner of the car

Various methods of appealing to the motorist are employed and the above ad. in drawing attention to Automobile Robes is just another instance of how completely the hardwareman is covering this field.

usually wraps one robe around him and is satisfied but, in the case of women who remain in the car any length of time, more are required to attain the required degree of warmth.

As An Aid To Safe Driving

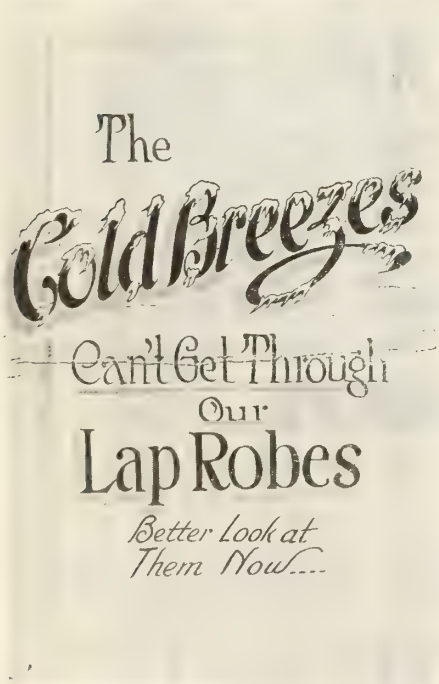
Care in winter driving is, of course, essential, but there should not be any more danger than at any other season of the year. One factor which aids materially in safe driving is the purchase of a windshield cleaner or making provision to have the shield free from frost and snowflakes. Snowflakes mottle the glass and interfere with a clear vision, while opening the shield lets in the cold and makes driving uncomfortable, so it is well to provide measures for keeping the shield clean.

The Car Must Be Considered Too

It is true that the motorist must look after his own comfort but there are degrees of safety, comfort, and pleasure which can only be measured in terms of proper consideration for the car itself. Perhaps the most important of these is the cooling system, and undoubtedly the first thought, on winter's approach, is given to securing an anti-freeze mixture.

Many owners have been in the habit of making their own solutions from alcohol, glycerine and water or perhaps alcohol and water but this trouble can now be avoided by the purchase of an anti-freeze mixture, already compounded and ready to pour into the water system. This should be a big seller as it costs practically the same as the ingredients mentioned above do and there is no trouble mixing same.

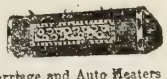
To keep the engine warm, a radiator and hood cover will do much towards



Drawing the attention of the motorist to the real genuine comfort possible in the use of the lap robes you sell should result in increased sales. A timely card is the one above.

Cold Weather Auto Accessories

Johnston's Freeze-Proof prevents frozen radiators; will not evaporate; will not rust or corrode metal; will not injure rubber ..$2.00 package



Carriage and Auto Heaters ..... $2.50 and $3.25

Storage Jacks, set of 4, $5.75

Weather Strip for doors, windshield and top ..... $1.50 set

Instrument Board Lights, bulbs of all kinds, etc.

Vacuum Bottles keep liquids hot for 24 hours or cold for 72 hours.

1-pint size ..... $1.25 and up

1-quart size ..... $3.50 and up

Tire Chains, all sizes.

Driving Robes $3.00

Ford Mats, best quality rubber $1.75

Radiator Covers, only 85c

Freezemeters 60c

FLASH LIGHTS.

Dry cells 40c

Complete stock of Ford repairs. When you overhaul your car refinish your car with Glidden's Auto Enamels.

Corning (white)—Canaphores for Your Headlights—Novral (yellow tint); all sizes.

Cowan's Colossal Hardware

THE STORE WITH A STOCK.

125-7 Dundas Street. Two phones: 3461-3462.

Making an appeal to the motorist such as the above directs the owners' attention towards the hardware store. The hardwareman is the logical one to sell auto accessories and it is well not to overlook the possibilities in an all-year-round sales program

this end as they are usually made to fit snugly.

One of the greatest sources of trouble in winter driving is that emanating from the batteries. It is absolutely necessary that the battery be kept up to charge all the time. A drop in the thermometer results in a reduction of the battery output. With the necessity for more current in starting due to a stiff engine and the greater use of lights, it would seem imperative that the battery be given every attention and charged about every three weeks to keep same up to charge.

Requirements in Driving and Starting

Driving through the winter presents a greater or less number of thrilling moments—as a matter of fact, real scares,—unless adequate tire chain equipment is used. Tire overshoes and covers can also be used effectively.

Starting a car after it has been standing outside for several hours nearly always presents difficulties unless a priming outfit of some nature is used. Authorities state that it does not matter particularly from which crude the fuel is obtained so long as its initial boiling point is low. Priming with the ordinary fuel means that the driver must use a great deal of it so that in the large quantity used there will be sufficient of low boiling point to give an explosion. There are many types of priming outfits sold and care should be exercised in their selection.

The question of starting from the garage in the morning does not present difficulties of great moment when a garage heater is used or a heater employed under the hood to keep the cooling water at a reasonably high temperature. Where these are not used the radiator should be drained at night to prevent injury to the engine and hot water used in the morning will facilitate starting.

The hardwareman should bear in mind that the starting problem in this country is a serious one where the thermometer reaches such low points and selection of all equipment should be made only after thorough investigation. In selling same too, every care should be taken to see that the motorist understands its proper use so that his difficulties will be minimized to a negligible quantity.

The Once-in-a-While or Not-at-all Motorist

There is also the motorist who uses his car only on rare occasions throughout the winter or not at all and to this man there are subjects to be covered which should react favorably on the hardware man. It might be well to consider the tires. These should be kept away from the floors by the use of tire-saving jacks. If the car will not be used until spring, it might be well to remove the tires on the rims and place them in a dark room. An anti-freeze solution should either be kept in the car or available for use when wanted.

To the motorist who puts his car away until spring it will be necessary that he drain the gasoline and water systems completely, leaving the caps off so that evaporation will dispose of any not drained. The oil in the engine, in the clutch, gearset and rear axle should not be drained, in fact it even is a good plan to fill the gearset and rear axle completely, so as to cover the gears entirely. The car should be given a thorough

With the coming of snow or for wet, slippery roads, the motorist will appreciate a hint such as above on how he may have "Full Control of His Car." It's not a difficult card to write.

The prospects of driving in zero weather are not so bleak when the motorist knows he can secure a foot warmer to keep him "Nice and Comfy." Make out a card to-day—the time is not far off.

cleaning removing all caked mud and dirt in corners and crevices. With the car clean, jack up all four wheels, remove the tires with rims, and take out the tubes. The latter should be partly inflated, just sufficient to give them normal shape.

The casings should be wiped clean. Both casings and tubes should be covered with cloth and placed in a dark room in the house. If desired the tubes may be inserted in the casings and stored in the same fashion. Parts which are likely to rust should be cleaned, dried and spread with cup grease or vaseline. The storage battery should be removed and advice obtained as to the best way to store, whether in a dry state, dismantled, or as it is. All terminals disconnected should be cleaned and spread with grease.

Hardwaremen to the Front—Some Suggestions

That the hardwareman realizes the possibilities in the sale of winter motor accessories is evidenced by the aggressive advertising campaign carried on in the newspapers and through window displays to effect sales.

Two newspaper ads reproduced here show the spirit of the hardware merchant and speak well for the adaptability of the merchant to the successful prosecution of motor accessory business. These may suggest to others how the appeal may be made to the motorist.

It has also been proved that in window displays and throughout the store, bright, attractive cards could be used very effectively. Three seasonable cards which "hit the mark" are shown and will assist retailers to design something suitable for their requirements. Action as indicated by the illustration of an automobile on two of these cards can be easily obtained by clipping from magazines which contain ads of auto manufacturers. The lettering will come easily after some practice. HARDWARE AND METAL has from time to time given lessons in card-writing which undoubtedly have proved of assistance to many retailers and their clerks, so that outlining suitable seasonable cards for winter auto accessories should not present any great difficulties.

Looking Over the Field of Action

There are then many lines on which the retailer can make a strong bid for winter motor accessory business and keep this department active during the next few months. Footwarmers, gauntlets, lap robes, wool caps, cooling system heaters, engine hood covers, anti-freeze solutions and chains indicate the range of lines to be sold and it must be remembered in advocating the twelve months' use of motor cars, you materially increase your sales of gasoline and lubricating oils in addition to further movement in tires, tubes, pumps, patches, etc.

To the motorist who puts his car away, there is a possible sale of tire-saving jacks in addition to a garage heating system which will enable the owner to do repair work on his car. Nothing is more trying than working on a car in cold surroundings and in selling a heating system the use of tools will be more in evidence which should result in increased business for this department.

Selling the motor car owner twelve months in the year would not seem an impossible proposition by any means. There is no reason why to-day the hardware merchant should lock up his gasoline pump and move his accessories to the basement because winter draws near. There is every reason to believe that activity in the auto accessory department may be maintained at a high level throughout the next few months and hardwaremen generally will be the ones to go after this business aggressively.

Curtailed Automobile Industry May Help Accessory Business

Agreement Reached Between Manufacturers and Government in United States Whereby Amount of Steel Used Will Be Only 40 Per Cent.—Accessory Men of Opinion That Such Measure Will Help Their Business.

THERE has recently been issued an order by the United States Government restricting the distribution of ferro-chrome steel available for ordinary commercial uses. This affects directly the automobile industry. The question naturally arises, "How will it affect the automobile accessory business?" Hardwaremen as extensive dealers in accessories are vitally interested.

Some of the leading wholesale accessory dealers are of the opinion that such a measure will help the accessory business in that old cars will more than ever be requisitioned. They will have to do longer service. This means a constant renewal to keep them in good shape and the accessories are the commodities that will be increased in the number of sales.

Supply of Steel Cut Down

The makers of pleasure cars in the United States and Canada will find the number of cars reduced that they are able to manufacture on account of the cutting down of supplies of steel. With the cutting of their allotments by the Priority Committee of the War Industries Board it will be impossible for them to maintain their present rate of outturn. Manufacturers of automobiles in the United States have heretofore agreed to accept the situation and to co-operate with the Government in a plan which may assist materially in furthering efforts to speed up the production of war materials. At a meeting of the manufacturers in Washington it was agreed to acquiesce in a plan to voluntarily cut down their respective production of pleasure cars and to utilize their plants for the manufacture of such war material as the Government may approve. The present consumption of steel in the manufacture of automobiles is said to be not more than 5 per cent. of the total steel production of the United States. It is proposed to reduce the number of pleasure cars gradually up to 40 per cent., but the United States Government authorities suggest that it may be necessary to reduce the output to 10 per cent. of the present outturn, and perhaps even to eliminate it entirely. If it is deemed necessary to apply drastic measures to the automobile industry it is generally supposed that the plants will be readjusted so far as necessary to turn out engines and machinery needed for war purposes. In this way employment would be found for all workers in the industry in some department of Government manufacturing endeavor. Already the Overland factory at Elmira, N.Y., is engaged on the manufacture of aeroplane engines and other factories are possibly engaged in the same sort of work.

Old Cars at a Premium

The restriction of the manufacture of cars in the United States will affect the

(Continued on page 41.)

"HOW TO MAKE FIGURE FACTS EARN PROFITS"

(Second address by Frank Stockdale.)

CONTINUING his series of lectures on problems of Retail Merchandizing, Frank Stockdale addressed the gathering of merchants and manufacturers on the subject "How to Make Figure Facts Earn Profits."

"I have found a great many stores," said Mr. Stockdale, "that are selling plenty of merchandise, wonderful stores in beauty and service, they are doing a good business, but they fail to come across with the thing most to be desired by a retail merchant—Profit.

"Most figure facts do not earn profits. Ninety per cent. of the figure facts in stores represented here do not earn profits. Some of you think you have splendid systems of accounting, but your systems only protect profits, they do not make profits. There is a difference between the nightwatchman and the man who works in the store, and there is a difference in the figure facts—records that protect profits and records that earn profits.

"Figures in connection with a business are very undesirable unless they tell the truth, the whole truth and nothing but the truth. A lot of men are misguided in figures. There are a lot of people using figures who conducted matters just as profitably before they got records into their business. They are misled by their figures. Some men's intuition, sense of management and sense of a movement of things has been a better guide than the figures they had. Incomplete figures will lead a man far astray, and the only way to talk intelligently about profits is by using figures.

THE DANGER OF NOT HAVING THE FACTS

"I know a store that ran along for four or five years making a nice profit for the owner. The sixth year they bought heavily for increased business, but they lost in the sixth year all they had made in the other five simply because they had been letting the business run along and the old goods were collecting all the time. When the crash came their profits went up in smoke. There are a lot of people in business who are in business because they are good salesmen and not because they are good managers. I have seen numerous cases where a man working for another man has become the star salesman. He decides he is the best salesman and starts out to run a business of his own. If he stops at salesmanship he is almost doomed to failure, because there is more to business to-day than being able to bring the mind of the customer to your way of thinking about merchandise. That is one of the absolutely essential things, but I have also known a lot of men to sell and not make any money. The management of the successful store must be based very largely on figures. There are certain things figures will do for a store. There is one class of people that complain more about competition than any other, they are the guessers. And the main reason they are complaining is because their competitors know a few things they don't know and among the things their competitors know are these: *'What lines are profit makers,' 'What lines are profit chokers,'*—these two lines are found in almost every store. 'What their constant expenses are,' 'How much it costs them to sell goods."

"There are two things a man does in the retail business, he carries goods and he sells goods. There is a distinction. I might fill the room with goods and not sell them, but that begins to cost money right away. And I might sell goods without carrying goods. Some people can sell goods without carrying them and some people carry them without selling.

"Other things the man who is up with his business knows are *'How much money is invested in stock.' 'Are stocks increasing faster than sales.' 'How many bills he has to pay,' 'Whether collections are keeping up with charges,' 'Progress and condition of the business.'*

"Lots of figures don't tell us whether we have been going forward or backward. That kind of record won't do a man much good. You have to know these facts sometimes, and the sooner the better.

"*'Don't forget markdowns.'* That should be taken into consideration when you mark your merchandise. The merchant wants to look ahead and make provision for the thing that in most cases is inevitable and know what his losses will be.

"*'Expenses forgotten are usually profits lost.'* I have known men who tack on a little percentage for 'incidentals' before adding their percentage of net profit. This indicates that the merchant knows there are mistakes.

"*'Rent and real estate.' 'Interest on capital invested in stock, fixtures, etc.—open accounts, outstanding accounts and money invested in working capital.' 'Salary for self and members of family.' 'Depreciation on goods and equipment.'* These are other items that must be considered.

"Depreciation varies and there is no reason for taking any definite percentage. If there is anything in records it is to tell us the truth, so merchants should be honest with themselves when they go to depreciate. Let the statements tell you the truth for some goods depreciate faster at one end than the other.

MARGIN NOT NECESSARILY PROFIT

"A clear understanding of the fundamental difference between margin and profit is necessary. One of the keenest merchants I have met told me he would like someone to write an article on 'margin of profit vs. margin for profit.' What he said was he would like for someone to write an article on 'an opportunity for profit, and actually getting the profit.' Margin is the opportunity for profit and also an opportunity for loss. Margin itself does not spell profit.

USE AND ABUSE OF PERCENTAGES

"The percentage pathway is lined with pitfalls. We find merchant after merchant tripping up on percentages. The following statement should be referred to when you are stuck about percentages:—*'Percentage is a sign of relationship.'*

"It has been said that competition these days sets the price, but you want to know if competition leaves a profit for you, and that is the reason for figuring.

"There is one absolutely essential thing to know whenever you start to use a percentage, and the first question is 'where did you get it?'

At this juncture a sample problem was worked out by Mr. Stockdale figuring a net profit on an article where margin, cost price and cost of doing business in the store were given. Mr. Stockdale indicated that there was a big difference in using the percentage on the cost or on the sale price, enough difference in fact to eat up an ordinary net profit.

"In one case," he said, "we have taken the margin on cost and in the other case we took the margin on cost and the cost of doing business on the sale. But the difference between the margin and cost of doing business is a percentage that means something. The kind of percentages to have are the ones that represent the same taken out of different figures and then when I compare percentages I compare the same kind of percentages. You are going to get to the place in your business where you will want to compare your figures. You cannot do this unless they are based on the same foundation. It should also be remembered that the percentage for clerk hire is based on sales not on the cost of the goods.

"Three essential things in business to be controlled are (*1*) *Cash.* (*2*) *Help,* and (*3*) *Merchandise.*

"The handling of cash and the balancing of the book at the end of the year with a balance in red ink is largely a matter of handling cash. It does not affect stocks and it does not affect the handling of people, because to handle people you cannot wait until the end of the year unless you expect to lose a lot of money on them. Special records for people and for stock should be kept. I would admonish every man never to go to the bother of keeping records in his business unless he has use for them. I am not advising any man to get a fact in his business which he cannot use, and you will not find it hard to get. The trouble is people do not see the use of facts. There are more nice trial balances filed away in the safe than there are facts placed on the desk which are used when the merchant goes to advertise, mark up goods or talk to a traveling salesman. That is the essential thing in records, to be able to use them in your business.

ANTE-MORTEM NOT POST-MORTEM FACTS

"What we need in figure facts is diagnosis instead of post-mortems. I want to know what is happening in my business while it is happening, or as soon after as possible and not what did happen. The method of diagnosis is also changing. In olden days they used to diagnose by the use of antiquated methods. The old time storekeeper would look at the sales and if they were all right everything was all right. The modern retailer diagnoses by knowing his turnover, expense and sales. It is only necessary to select one expense to know if you are doing all right, and that expense is *Rent.* The landlord is the man who keeps up with you because you are in competition with each other. The rent you pay depends on the turnover you get."

Referring back to the problem of figuring the net profit when the expense of doing business in the store was given, Mr. Stockdale emphasized the point that *"average percentages do not apply to specific cases"* and that therefore the cost of doing business in the store was not the figure to be used in selling an article in the store." He continued:

"The expense of carrying and selling a certain article is not the same on all articles.

DEPARTMENTALIZING THE STORE

"I have known a number of merchants to departmentalize their stores and to establish departments in departments. That is what the chain stores are doing, and that is where you have to find out where you are making money and where you are losing money. In departmentalizing the store stock records are as valuable as expense records."

At this point Mr. Stockdale illustrated the case of a department store divided into a number of separate departments, some of which made money while others lost money. He struck out departments which equalled each other i.e., one showing a loss equal to the other's profit, and thereby illustrated that the profit making extent of the store resolved itself down to about one-quarter its original size.

"The same thing applies to lines as to departments. You cannot apply average percentages to specific lines or departments and know what you are doing," said Mr. Stockdale.

"The reason figures do not earn profits is because we get tangled on percentages or apply averages to specific cases. Manufacturers of advertised products are having the time of their lives because the average merchant is applying average figures to things that do not come under the average.

"One of the big reasons why average percentages do not apply to specific lines is because turnover on various lines varies greatly.

In the discussion which followed the address the question was asked "What distinction is there between turnover and sales."

In answer, Mr. Stockdale stated that turnover as applied to sales was using the term turnover out of its proper place. We are using two terms, one is *turnover* and the other is *volume,"* said Mr. Stockdale. "We want something to express the speed of the movement of the merchandise and we have reserved 'turnover' for that purpose."

Replying to a question as to average percentage allowance for rent in specialty stores, Mr. Stockdale stated that there was a great dearth of these figures, but that the average figure of rent in an average city is 3 per cent. for clothing stores, and varying according to the class of the store.

"One man rents a location where he has to pay a larger rent than another man. Increased sales means increased turnover and there lies the relation of turnover to rent."

U.S. Overflow War Business for Canada

Many Opportunities For Canadian Firms to Pick up Overflow U.S. War Business—Such Assistance as They Are Prepared to Render Will be Welcomed.

EVIDENCE of the myriad activities of the United States war preparation and effort permeates every phase of the domestic, social, and business life of the Capital. This was quite noticeable to the representative of HARDWARE AND METAL who is in Washington this week.

The army, navy, shipping, food, and trade and commerce departments, with largely augmented staffs, are operating at high pressure, the various executives spending long hours at their offices so that the mass of routine and detail inseparable from a war undertaking so gigantic and urgent shall not fail each day to be effectively and expeditiously dealt with, and the structure of the nation's big fighting machine be sound and substantial from the foundation up.

Merchant Shipbuilding

Roughly speaking, over half a hundred plants are now engaged on the construction of wood and steel vessels, the former some 280 feet long, of 3,500 tons deadweight capacity, and the latter of from 5,000 to 10,000 tons deadweight capacity. These vessels have been ordered by and are being built under the supervision of the Emergency Fleet Corporation, an adjunct of the U. S. Shipping Board, and while the exact number is for obvious reasons here withheld, some idea may be had of the scope of the enterprise when we state that some firms have well-nigh a score of ships under contract.

Very satisfactory progress is being made with construction, notwithstanding the labor scarcity, and when plans now being developed become operative to relieve the latter, a much accelerated output may be looked for. The submarine menace is without doubt more fully appreciated in the United States than it is in Canada, hence the contrast between the steps being taken to combat it by the former as compared with the latter.

Many American shipyards are engaged on vessel construction to order other than the Shipping Board; in a word, capacity contracts for several years to come were booked by them before that body came into existence. A number of these are wholly engaged on warship construction, while others again are turning out ocean-going freighters. These latter have, of course, been commandeered by the Board, so that as each vessel is completed she automatically comes under its supervision and direction relative to service. Official announcement is shortly expected to the effect that 400,000 tons of Japanese shipping will be transferred to the Atlantic service, on Shipping Board charter, in return for which the embargo on American steel to Japan will be lifted, an added proviso being that a certain percentage of new Japanese construction to be undertaken shall come under charter also to the U. S. Shipping Board for Atlantic service.

Of the vessel contracts already placed by the Board, builders in most cases are altogether responsible for their completion in every respect. In other instances, the Board have placed the propelling, engine room auxiliary, and ship deck machinery contracts separate from those of the hulls. Canadian metal-working plants interested in supplying such equipment should, therefore, not only communicate with individual builders, whose names have been made available to us, but should get directly in touch as well with the U. S. Shipping Board, 1319F, N.W., Washington, D.C., stating what they are prepared to furnish, thereby placing themselves in line to receive specifications of equipment and materials for vessel construction now in progress, and for that to be given out from time to time of a supplementary nature. We are in a position to state that such action will be appreciated by the Board, and where embargoes such as meantime exist militate against contract acceptance, the influence and effort of the Board will be directed towards release of the necessary material.

The U. S. Navy Department have been large purchasers in the Canadian market of late, securing heavy socks, blankets, gloves, mitts, etc., for officers and seamen. Optical and nautical apparatus of every description, also anchors, chain, etc., are lines of requirement carrying more or less appeal to Canadian manufacturers. Correspondence should be addressed Navy Department, Bureau of Supplies and Accounts, Washington, D.C., requesting to be put on mailing list to receive advance notices of specifications to be given out.

Munitions

Contracts, we understand, were recently placed in Canada on behalf of the U. S. Army Department for shell closely approximating in size that of the 6-inch British projectile, and satisfactory progress has been made with negotiations towards the placing of a large order of smaller size shell, for the production of which Canadian experience of the past two and a half years on a somewhat similar shell admirably fits in. Negotiations are being conducted with the U. S. authorities, through the joint instrumentality of the British Munitions Ministry, Munsey Building, Washington, D.C., and the Imperial Munitions Board, Ottawa, Mr. Lloyd Harris, of Toronto, representing the latter at the American Capital. Mr. Harris was in Washington for a few hours yesterday in connection with the matter.

The immediate outlook here is that Canadian firms have many opportunities to pick up overflow United States war business; and that such assistance as they are prepared to render along that line will be welcomed.

Accessories of Steel No Higher

Canvass of Situation by Purchasing Agent of Wholesale House Shows a Firmer Trend to Cotton Goods, But Steadiness in Price For Next Year's Delivery For Goods Made From Steel.

THERE is every indication that the price of automobile accessories manufactured from steel will be no higher in price than those prevailing for the past season. There is strong indication, however, that cotton fabric goods, such as tire covers, seat covers, tire reliners, and blow-out patches, may be higher in price. A. M. Bottcher, purchasing agent for Hyslop Bros., dealers in automobile accessories, Toronto, has recently returned from a purchasing trip to the United States during the course of which he visited manufacturers in Detroit, Chicago, New York, Philadelphia and other points. From his conversations with the various manufacturers and by reason of orders that he was able to place for steel goods he is of the opinion that there is no possibility of advance so far as next season's accessories are concerned. With cotton fabric goods the case is different. There is great uncertainty in the raw cotton market and manufacturers will only book orders for these goods subject to price at date of shipment.

Ready To Take Orders Freely

During the course of an interview with HARDWARE AND METAL Mr. Bottcher said: "There is every indication that accessories made of steel will not be higher in price for next season. Manufacturers in the United States are ready to book freely at present prices for delivery up to March and April of next year. This indicates their confidence in present market values. No cuts in price were evident in any line so far as I was able to observe, as prices are holding stationary in this respect. While there have been lower prices established by the United States Government on certain classes of iron and steel, these lower prices will have no bearing on the steel that enters into the manufacture of accessories for next season. Industries other than those engaged in war material can only get steel after the Government's needs are supplied. This steel is at a premium and commands good prices for domestic manufacture. The fact that manufacturers are ready to book

(Continued on page 38.)

New Departure in Auto Filling Stations

Edmonton Firm Install Complete Plant for Sale of Gas and Lubricating Oils — Ideal Location Secured—Glass-enclosed Cabinet Effective — Delivery of Gas Through Compression—Chart Used in Selling Lubricating Oils —One Man in Charge All the Time—700 Gallons Sold in One Day.

GASOLINE service stations have been generally adopted by hardware merchants throughout the country, but to the Northern Hardware Co. of Edmonton, (West End Branch), credit must be given for a departure from ordinary service pump and system which has permitted them to really make a department out of their gasoline and lubricating oil business under the constant charge of one man.

Ideal Location Secured

From the accompanying photograph it will be seen that attention is secured through the use of a large sign above the side windows of the store and directed to the auto filling station at the rear. This is very conveniently located, being immediately accessible from two streets. This permits the firm to supply gasoline, oil and air without in any way causing confusion or disturbing the regular running of the store.

Auto Station Result of Owner's Plans

The demand for gasoline grew so rapidly that it soon became apparent the old form of delivery was obsolete and, with the large quantities being handled, it was imperative that something new and larger in the way of storage should be secured. Thus, it devolved upon Mr. Scott, president of the company, to do a little inventing on his own part.

The consideration of storage resulted in the installation of a tank with a capacity of 500 gallons. The rapid growth of this business makes this somewhat small now. The tank is placed beneath the sidewalk where it can be conveniently filled from the oil company's wagon, and inspection for leaks easily made.

Everything the motorist needs in lubricating oils as well as his supply of gas can be obtained from this "station" of the Northern Hardware Co., Edmonton. Having the different grades of oil sampled under glass is an idea which could be developed by many hardware firms to their advantage. Apart from its attractiveness it shows the motorist that the hardware store is catering to the specific needs of his car. Numbers on lubricating oil tanks indicate the special grade of oil.

Glass-Enclosed Cabinet Effective

The glass-enclosed cabinet shown in the photograph on this page makes a very attractive setting for lubricating oils and gas. The cabinet is about seven feet high, four feet wide and thirty inches deep. It stands just off the sidewalk, with a platform built around three sides and the effect is splendid.

Delivery of Gas Through Compression

The interesting part of the delivery of gasoline is that it is accomplished through air compression. In the basement of the store an electric motor is connected with the two auxiliary tanks in the cabinet, by which means two cars may be filled at one time. These tanks are on either side of the lubricating oil containers, and are filled automatically with gasoline. Each is supplied with a gauge showing the customer just what quantity is being delivered to him. On being discharged, they again become automatically filled from the large storage tank below. A gauge indicated that the pressure in this is kept at about 150 pounds.

Chart Used in Selling Lubricating Oil

Six cylindrical containers hold the various grades of lubricating oils which are suitable for all makes of cars. For the benefit of car owners a chart is used to show just what kind of oil each car should be supplied with and what is required is drawn from one of the special containers in measures which are kept in a small cupboard beneath the main part of the case.

One Man to Handle This Business

So great has the demand for gasoline

(Continued on page 41.)

Outside front and side views of the west end branch of the Northern Hardware Co. store at Edmonton. It will be noted that the windows carry a display of sporting goods, embracing bicycles and auto accessories. The big sign above the side windows directs attention to the auto filling station, which is the subject of the article above. The big display of auto accessories as shown in the side window speaks well for the aggressive tactics adopted by this firm to secure the motorists' trade.

EDITORIAL COMMENT

EDITORIAL BRIEFS

COUNTING to-day, there remain only twelve more days in which to buy Victory Bonds.

* * *

THERE is no question about which is the greater asset—an old account which bears no interest or a Victory Bond bearing 5½ per cent.

* * *

COLLECT and invest—two mighty important words just now. Collect those old accounts—invest the proceeds in Victory Bonds.

* * *

THE second Stockdale lecture, "How to Make Figure Facts Earn Profits" appears in this issue of HARDWARE AND METAL. Some very good points on "Figures" are brought out. The third lecture will appear in next week's issue.

* * *

CURTAILING the output of pleasure cars means increased sales of auto accessories. There's a message to every hardwareman in the situation which is developing in the United States, and which will undoubtedly affect Canada, as regards shutting off on the output of motor cars for pleasure driving. Auto accessories will move with greater freedom than ever before. It is not too early to plan for this increased business.

NO BREAK IN PROSPERITY YET

THE announcement a month or so ago of the discontinuance of British war orders was the signal for some rather doleful forecasts. There were merchants and dealers, who saw the bottom dropping out of everything, the business sustained on war orders largely gone to pieces, and a general condition of blue ruin about to dawn.

That time is in the distance now and as yet there has been no falling off in prosperity, and now there comes the announcement that a fifty million dollar order has dropped in Canada's lap, and there are hints that this is only the beginning. Whatever the ultimate result, and we can see no very dark future for this country, there is an assured prosperity for the present stretching over at least a year. The war business that has made Canada prosperous during the past years is once more headed this way, and that without any difficult problem of financing to be faced. This is no time to feel downcast.

AN INVESTMENT BETTER THAN OLD ACCOUNTS

CANADA'S Victory Loan Campaign started on Monday of this week and will continue until the first of December. There are many ways in which to view the demand now being made. Isn't there a crying need from your country for every dollar on which you can lay your hands? Are you going to let the plea which rings from across the water from our soldier boys who are daily sacrificing more than mere money can buy go unheeded? Consulting your own judgment, isn't it good business on your part to subscribe to the limit of your ability?

There are many old accounts which you have been intending to collect for the past few months—maybe years—can you imagine a more opportune time to solicit payment of these (and in no uncertain terms) than the present? Every cent which you collect from these old accounts is really found money. As such, placing the entire amounts in Victory Bonds will not be missed and think, one month after you are required to pay for your bonds in full, you are paid a full six months' interest on the total amount you subscribe. You will be getting real dollars and cents interest on money which you had almost given up hope of ever receiving.

And whom do you benefit?—none more than those who pay. You will find on observation that many of those owing you accounts have actually avoided you and will do so until they can face you with a clear conscience. Assist them to a real peace of mind—reinstate them on your list of active customers by securing payment of those old amounts—you will find that they will appreciate your taking a firm stand in the matter of settlement. If it can't be done in a nice way, there are methods by which all can be made to pay. The country, our soldiers, your business all call to you—they expect liberal response. Have you bought a Victory Bond yet? Buy another and another and another!

DECREASE IN PLEASURE CARS

SOME apprehension is felt in automobile circles at the announcement of the United States Government that alloy steel would likely be largely withheld. Discussion of the subject indicates that the output of factories will be curtailed considerably as far as pleasure cars are concerned, the auto manufac-

turers being expected to devote their plants largely to the supplying of aeroplane engines, etc., which class as Government needs.

The decrease in production will mean that cars which ordinarily would be termed second-hand and turned in for new ones, will remain largely in the possession of their present owners. This should present a splendid opportunity for the development of the accessory end of the business and hardwaremen should take note to prepare in a large way for the increased demands which will be made upon them.

Larger sums will be expended by those who ordinarily would turn their cars in for new ones than by the usual purchaser of a second-hand car, and an appeal that will reach the present owner should result in greatly increased sales of all lines of accessories.

MORE STEEL PRICES FIXED

THE wheels of government action continue to move and the situation in the United States as a result of the latest announcement of agreed prices on an additional line of steel and iron products has been cleared considerably. Prices quoted affect the finished product largely and would appear to be in line with the basis previously determined.

Steel requirements due to the war are becoming known more definitely and large orders for shell steel, plates, etc., have already been placed. Certain manufacturers, it would appear, cannot depend on steel supplies and this will, of course, have anything but a good effect.

The action of the Government in announcing that alloy steel will be largely withheld from the automobile industry has done much to disturb this industry for there is, as yet, no indication of what the Government needs in such steel will be.

It is expected that prices on products into which rolled steel enters will be adjusted to fall in line with the schedules which have already been made by steel manufacturers. This will affect such items as bolts and nuts, and a diversity of opinion seems to exist among producers in reference to the changes, which will undoubtedly be watched carefully by government officials.

Altogether, it may be said that the situation is assuming more natural proportions. This is evident in freer buying of pig-iron, several transactions covering the first six months of 1918 having been made at the established prices. Production of pig-iron also showed an increase in October over September, and prospects are that November will exceed the October record.

THE RESULT OF LOWER PARCEL POST RATES

IN A recent edition of a Toronto newspaper there appears an article urging the idea that the curtailment of parcel post charges would go a long way toward reducing the cost of living. It is an interesting item, made doubly so by the knowledge that a large department store owns a considerable interest in this newspaper. It is not hard to see that such an organization would look with great favor on any lessening in the parcel post rates. The parcel post system was one of the greatest boons that ever fell into the lap of the mail order houses. It provides them with an easy and efficient means of distributing their goods at the minimum of expense. But to argue that it would have any effect in lowering the cost of living can only evidence a lack of knowledge of the situation. What food product is there that could be economically sent by parcel post? Even supposing that the cost of this service was to be cut in half, what possible advantage could it be to the producer? Could you post any of the products of the farm from the source to the consumer at anything but a materially increased cost? As a matter of fact, food products do not in any way lend themselves to this scheme. No matter what changes were made in the parcel post charges there would be no material increase in the movement of goods toward the cities as a result. There would, however, be a very material increase in the movement of goods away from the cities. The mail order houses would see to that. This is the only result that would be gained, and the wildest stretch of the imagination cannot see in this any likelihood of a decreased cost of living.

THE TRADE ON TRIAL

THE New York *Journal of Commerce,* dealing with the different price regulation schemes sees in them the evidence that the wholesaler is being placed on trial. "Either he must plead," says this journal, "that he is a speculator or that he is a functional link in the distributive chain. Manifestly, he cannot be both. If the public finds it necessary to take him at his word as a speculator, he is in grave danger of being eliminated by force as quite unnecessary. If he accepts service as a public utility, paid a fair price for his work, he will probably remain. The issue is quite clear and of vital importance. The wholesaler must back the Government and make the best of emergency regulations."

Unquestionably the trade is facing conditions that have never been faced before, and their attitude to business must be changed to meet these new conditions. Every man has a right to a fair profit for his labor, but in these times it is the part of wisdom and the part of patriotism to see that a reasonable basis of profit is not overstepped. And this is as true for the retailer as it is for the wholesaler. Unquestionably the food handlers are on trial in these days. We do not believe that there is any degree of justice in this attitude of the public, but it is the fact nevertheless. The only defence that the trade can make is to give the maximum of service at the lowest profit that is consistent with a sound and safe business.

Briggs, of Dunlop Tire Fame

Career of a Man With a Wide Business Experience — From Junior in Printing Plant to Important Position With Large Manufacturing Company.

EDITOR'S NOTE: *In a recent issue of "Economic Advertising" there appeared a sketch of Austin Addison Briggs, of the Dunlop Tire & Rubber Goods Co. Mr. Briggs was at one time associated with* HARDWARE AND METAL, *as a writer of special articles on advertising and also as the ad. man for a number of manufacturers. Mr. Briggs has a wide circle of friends in the Canadian hardware trade. Under the title of "Briggs of Dunlop Tire, a man of many-sided experience," the article appeared as follows:—*

ON the surface there is but the slenderest kind of a link between printing and rubber—unless one considers the marked resiliency of the printer most noticeable when customers try to beat him down. Be that as it may, as Carlyle was wont to say, it was from a compositor's frame that the subject of our sketch, Austin Addison Briggs, gravitated through successive stages of development to the advertising manager's chair in one of the largest rubber corporations on the continent. From the beginning his career has been broad in its scope, and rich in variety.

As a lad of about fourteen, studying the history and habitat of the type louse, he caught a mild case of the writer's itch, and took a six months' course as a reporter on a Toronto morning newspaper. This he did in addition to putting in ten hours a day at the case and with the proofreader. What time he had for sleep we know not; unless possibly he took cat naps at political ward meetings and borrowed later a friendly scribe's notes in order to save the city editor's feelings. But from what we know of the ability of Briggs to stay on the job, we venture the assertion that he didn't sleep much. However, he presumably found the double life too strenuous, even for his indefatigable spirit, for at nineteen he became a full-fledged proofreader and assistant superintendent of a printing office.

His first ad-writing experience was obtained in turning out advertising matter for the publishing company owning the printing office. About this time he wrote a —— novel, the subject of which is not revealed. It was natural, perhaps, that he should have drifted into the trade newspaper field; for in the copy service department in the office of a well-known Canadian publisher he found a freer outlet for his literary ability. There he wrote advertisements for manufacturers in addition to special articles on dealer publicity. Next he went into the publishing business on his own account, and came out, as he says, "a sad Budweiser man." A brief experience followed as trade paper editor, after which he migrated to the picturesque environs of London, when, in 1907, he was appointed advertising manager for the McClary Stove Co. While here he filled his spare hours in writing for *Printer's Ink, Judicious Advertising, System,* and *Economic Advertising,* of which the first issue contains a story by him. After two years in London, he picked up his grip and travelled to Montreal, where he became copy writer and promotion man for an advertising agency. But the call of the West, now growing louder and louder, proved irresistible at last, and he finally landed out on the prairie wheat fields as advertising manager of a daily newspaper. This step proved but a temporary stop to the wanderlust, for he afterwards joined the J. K. Cornwall Expedition on a ten thousand mile "hike," of which, as the representative of the *World To-day,* he wrote a series of descriptive articles.

AUSTIN ADDISON BRIGGS

Having grown tired of wandering over the face of the globe, his curiosity for strange scenes satisfied, he finally put his now well-worn suitcase in the corner of the Toronto office of the Dunlop Tire Co., took off his coat, and settled down to work as advertising manager. This was in 1910, and up to the time of going to press he was still there.

"I may have been a roamer," said Mr. Briggs, "no doubt I was, but a great many of these changes were made to get experience from every phase of advertising work. The jobs were changed, but never the business. And, throughout, you'll find that practically everything I did was pretty good preparation for the job I have now."

Last fall Mr. Briggs made an extensive trip across the continent, going as far north as Alaska and covering altogether a distance of more than 10,000 miles. It was during a more recent trip this summer that the representative of the *Daily Telegraph,* St. John, N.B., described Mr. Briggs as "a type of keen-eyed, wideawake Canadian, whose close observations on the prevailing conditions in each place visited show him to be a most energetic member of his fraternity." And since this is a pretty fair portrait of our subject, we'll let it go at that. His outstanding success in his present job of blowing up Dunlop tires would seem to indicate that he has indeed found his work; for as a result of their skilful and persistent exploitation Dunlop traction treads now make tracks across the continent, just as Mr. Briggs himself used to do.

ACCESSORIES OF STEEL NO HIGHER

(Continued from page 34.)

orders freely at present prices for delivery up to spring of next year is sufficient guarantee that prices will hold fairly stationary for next season's trade. If the cost is not advanced to the wholesalers he in turn finds it unnecessary to advance his price to the retail trade. Industry in the United States has settled down to a fairly permanent and sound basis, following the entrance of the country into the war. In this respect they have possibly secured their sea legs sooner than Canada did when the war broke. There is no hesitancy about taking business for future shipment on the part of United States manufacturers. Industries in that country are now facing the problem of a short labor supply in every branch of industry. In the raising of the United States army no partiality has been shown and the selective draft has fallen upon executive positions, clerical positions and the ranks of the workers with impartial hand. There has been a general curtailment of efficient help through the raising of their army, the same as happened in Canada. There was this difference in Canada, however, that, as a result of the voluntary system of enlistment, the drain, perhaps, did not fall equally on all branches of the business organization.

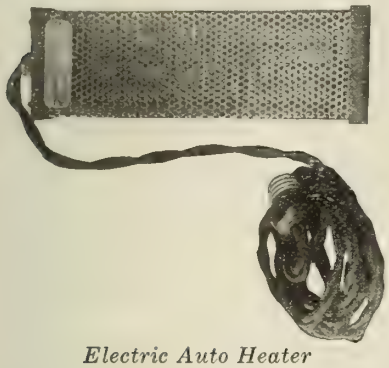
"The steadiness in conditions of manufactured steel accessories, however, is not present when it comes to cotton fabric goods such as tire covers, seat covers, tire reliners, blowout patches and, perhaps, tires. The raw cotton market is a very uncertain quantity at present and manufacturers are governing themselves accordingly. In consequence they will book orders only on the basis of price at date of shipment. This is an indication that in the opinion of the makers the market in these commodities may fluctuate with sudden rapidity, following changes in the raw cotton market. There are very few who will venture an opinion as to the probable trend of the raw cotton market. It is a hazardous guess for even the best-informed. With raw cotton quoted at 29.05c per pound for spot middling uplands there are those who venture the opinion that the top of the market has not been reached. As long as raw cotton continues to climb the manufactured products will necessarily have to follow upward," concluded Mr. Bottcher.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AUTOMOBILE HEATER

A serviceable electric heater for keeping automobile engines and the water in the radiator warm in the coldest weather has been put on the market by the Canadian General Electric Company, Ltd. To heat a garage by stove or by steam is expensive and is said to waste heat; but this little electric heater is claimed to deliver the heat where it is required—inside the hood of the automobile. The heater consumes only 200 watts and is said to cost about ½ a cent per hour to operate. It is claimed to be compact in shape and therefore allows of being placed conveniently wherever the heat is desired. The Canadian General Electric Heater is claimed to give a strong uniform heat with no danger of fire and



Electric Auto Heater

to therefore eliminate the dangers of a cold garage and also the dangers of using a flame around automobiles. The heater is furnished complete with 8 ft. of cord and attachment plug, ready for use on 110 volt circuit direct or alternating current.

MECHANICAL FAN BELT

Mechanical Belt Company, 1202 Frederick Ave., St. Joseph, Mo., is placing on the market the Crowe Mechanical Fan Belt for Ford cars which is claimed to meet the demand for a belt which is not affected by conditions under which the Ford fan belt operates. The Crowe belt is a combination of a leather friction surface and a chain background. There are three parts to each link and by simply sliding out any leather section the chain opens—closed when leather section is replaced, thus making it possible to add or remove any number of links as required. No metal is said to touch the pulleys. The steel chain background is claimed to insure a strength that will endure any kind of service, and the blocks of oak sole leather will furnish a friction surface of extraordinary durability. The combination is claimed to make the

Crowe Mechanical Fan Belt

belt impervious to oil, heat, dirt or water and the construction gives the belt remarkable gripping power. It is also claimed to keep the motor cooler by keeping the cooling fan revolving at maximum speed. The belt is guaranteed for 15,000 miles and sells for $1.10 in the United States.

THE HANDY TERMINAL

A. T. Francis, President of Francis-Rand Co. of Cleveland, Ohio, has placed on the market a terminal that is claimed to eliminate all terminal troubles. The Handy terminal is a cable terminal and spark plug terminal all in one. The jaws of the Handy are threaded on the inside and engage the threads of the spark plug centre bolt. One motion raises the ring, compresses the steel spring, releases the terminal and lifts it

The Handy Terminal

from the spark plug. There are claimed to be no nuts to tighten or loosen or fish out of the drip pan. No tools are required, and the terminal is claimed to allow of attachment or detachment in one second. The Handy is claimed to be unable to work loose and thereby eliminates troubles of ignition caused by vibration and jar. The Handy is made in three sizes to fit every make of spark plug and it sells for 35 cents. The Handy is claimed to be a trouble proof terminal for all kinds of motor driven vehicles such as automobiles, trucks, airplanes, motorcycles, etc.

WARNER CLAP-BOARD CHISEL

The Warner Hammer Company, Cromwell, Conn., is placing on the market a new clap-board and floor chisel. The chisel is used in removing clap-boards, floor boards, wainscoting, mouldings, and work of this nature. It is claimed

Clap-Board Chisel

to be a very practical tool for the carpenter, cabinet maker, electrician and plumber. It is not used as a pry and is therefore claimed not to mar the woodwork on which it is used. Directions for use are to drive the cutting edge of the chisel between the two pieces to be separated and roll either to right or left. The blade is full polished and the chisels are packed in half dozen lots at a price of $15 per doz. in the United States.

LACE LEATHER

Wm. Taylor, tanner and manufacturer of leather goods, shoe packs, etc., Owen Sound, Ont., is marketing to the hardware trade lace leather in sides, backs, and cut. The Taylor line comprises oak tanned sides, 4 lbs. and up; oak tanned backs, light, medium, heavy; oak tanned cut laces one quarter inch, five-sixteenths, three-eighths, one half, five-eighths. This leather can also be supplied in raw hide, backs, sides; and raw hide cut, one quarter inch, five-sixteenths, three-eighths, one half inch, and five eighths. The Taylor business was established in Parry Sound in 1865.

Prices, etc., will be supplied to the trade on request.

EVENTS IN THE TRADE

BUSINESS CHANGES

Ottawa.—F. W. Mahon, hardware, has sold assets.

Ottawa.—J. H. Brown, furnaces, etc., has sold assets.

Alida, Sask.—Johnson & Hunter, hardware, have sold to A. Renauld.

Birnie, Man.—V. M. Wilson, hardware, has been succeeded by Ewen Wilson.

Penticton, B.C.—King & Company have disposed of their hardware business to a Vancouver merchant.

Bradford, Ont.—Black Hardware is removing from this town and recently held a sale of all stock and fixtures.

TRADE NOTES

Altamont, Man.—Davison & Murray, hardware and harness, are adding a garage.

FIRE LOSS

Ingersoll, Ont.—Loss estimated at about $100,000 was caused by a recent conflagration in the business district of the town. Chief damage was done to general store of John Northway & Co. Flanders' Hardware, and other stores also suffered some damage from smoke and water.

OBITUARY

Ingersoll, Ont. — Freeman Noxon, member of Noxon Bros. Mfg. Company, implements, etc., died recently in his 87th year. Mr. Noxon had been a resident of Ingersoll for fifty years.

Moorefield, Ont.—Mr. Mouck, hardware merchant, expired suddenly while attending morning service at the Methodist Church. The remains were taken to Deseronto for interment.

Harvie R. Beattie, Toronto, died at his home after many months' illness. Mr. Beattie was in the manufacturers' agency business and for a time was travelling city agent for Cluff Brothers.

PERSONALS

M. F. McKey of Dorset, Ont., general merchant, visited Toronto during the week.

F. Culverwell, general merchant of Sutton, Ont., spent a day in Toronto during the week.

J. E. Shields, general merchant of Ordona Road, Ont., spent a day in Toronto during the week.

Albert Webber, who covers Northern Manitoba for the Merrick-Anderson Co. of Winnipeg, is in Toronto this week.

Harvey Curry, of the Adamson Hardware Company, Orangeville, Ont., has enlisted with the Royal Flying Corps.

R. W. Gifford, head of the shell department of the Massey-Harris Co., Toronto, has been appointed superintendent of the Toronto plant.

C. A. WHITWAM

Vice-president of Hobbs Hardware Co., London, Ont., elected vice-president, Canadian Wholesale Hardware Association at the annual meeting held at Montreal.

Pte. W. Ferrier, previously of Taylor's Hardware, Carleton Place, Ont., has died of wounds.

F. N. Adams, formerly with the Economy Fuse Co., is now representing the Canadian Carbon Co. in Montreal and Quebec territories.

J. L. Wells, of Wells and Emmerson, wholesale and retail hardware merchants of Port Arthur, Ont., has gone to California for the winter.

J. V. Jardine, of Messrs. A. B. Jardine & Co., Hespeler, Ont., was recently presented with a handsome leather couch accompanied by an address of congratulation from the employees of the firm, on his recent marriage.

W. S. Swart, representing the Berbecker & Rowland Manufacturing Company of Waterville, Conn., manufacturers of upholstery and cabinet hardware, was calling on the wholesale hardware trade in Toronto during the week.

AGED 90; BUYS BOND

John McClary, who is in his 90th year, and is head of the McClary Mfg. Co. of London, Ont., and branches, bought the first Victory Bond on Monday in London on the opening of the lists in that city.

GULL LAKE VISITED BY BURGLARS

Patrolling the town of Gull Lake until four a.m. last Sunday night in anticipation of a possible raid did not prove a long enough watch. Between that time and seven o'clock, the stores were ransacked and about $115 in cash taken besides many other valuables. A note left at the store from the owner of the Gull Lake Hardware Co. to his manager saying that the safe was open resulted in a loss of $15 in gold besides jewelry belonging to Mrs. Hutton, wife of the manager.

THE RETAIL HELP SHORTAGE

Various wholesalers, whose product is sold to department stores, are aiding the retailers to overcome the serious shortage of help anticipated as the holiday season approaches. The manufacturers are suggesting to the stores that many of their own employees will serve as "extra" help after noon on Saturdays and in the evenings. Their contention is that these employees are familiar with the class of goods they will be expected to sell to the consumer, and while the manufacturers' suggestion may help the retailers if carried out, the wholesalers also expect some benefit to themselves on the ground that their own merchandise will be pushed by their employees temporarily serving as retail salespeople.

INDUSTRIAL NOTES

Winnipeg, Man.—The Winnipeg Tool & Forging Co. is being reorganized. The company manufacture a line of mechanical tools, masons' tools and wrecking bars, etc.

Unfilled orders of the United States Steel Corporation on October 31 last were 9,009,675 tons, according to the monthly report issued. This is a decrease of 823,802 tons from the orders of September 29, and is the sixth successive monthly decrease.

Toronto, Ont.—The Cluff Ammunition Co. has made application for a permit for the rebuilding of its factory on Atlantic Avenue, recently destroyed by fire. The plans submitted to the City Architect's Department call for the erection of a new structure estimated to cost $20,000. The forging presses, pumps and

furnaces, etc., were not badly damaged, and will be used in the new plant.

ST. JOHN, N.B. NEWS

"The only fault we have to find with business conditions," said a leading hardware man in St. John to the HARDWARE AND METAL correspondent, "is the universal difficulty in securing supplies. Orders are delayed and even if the orders are accepted it is difficult to tell when the shipments will arrive.

"There is no trouble about selling the goods. We never found business better in that respect. The ordinary business goes pretty much as usual; high prices do not seem to bother our customers and even the lines of fancy goods, such as silverware, sell just as readily.

"The shipbuilding boom has made a big difference to us. Every vessel undertaken means an immediate demand for supplies and tools and this department is now doing a steadily increasing business.

"We have found the auto accessories line a profitable one and one which gives promise of considerable growth."

Frederick Powers, of the staff of Foster, Robertson & Smith, St. John, has been accepted for the Canadian Flying Corps and has left for Halifax to commence training. Before leaving, he received a cheque from his firm, a wrist watch from the other members of the staff and a case of pipes from his associates in the Y.M.C.A.

A. H. McMullen, inspector for the government bureau of explosives, delivered a valuable lecture, for the benefit of employees of hardware houses which handle explosives, express companies' employees, and others interested, in St. John recently. He dealt with the proper methods of packing, handling, and storing these goods.

The St. John branch of the Canadian Fairbanks-Morse Co., Ltd., has found it necessary to seek larger quarters. Premises giving them sixty per cent. more floor space and with frontage on two streets have been secured. The building is now being remodeled to suit the new occupants and the shift will be made about the first of the year.

Speaking of the proposed change to the correspondent of HARDWARE AND METAL, K. N. Forbes, acting manager of the Maritime branch, said that the growth of their business has been due chiefly to the expansion of industry in New Brunswick which brings with it an increased demand for mill supplies and hardware lines which they carry. New plants recently erected, old plants enlarged, and others now under way, all add to the demand with which they are endeavoring to keep pace.

The automobile accessory department is becoming an important feature and will be given considerably more space and attention in the new building. Mr. Forbes regards this as one of the best opportunities for increased business and one which can be carried on most satisfactorily in conjunction with their other lines.

HARDWARE LETTER BOX

New Cleveland Range

Patterson & Mark, Dummer, Sask., Will you kindly let us know where we can secure repairs for the New Cleveland Range?

Can any of our readers supply this information?—Ed.

Chimney Sweep's Brushes

Crowe & Elliott, Ltd., Middleton, N.S.: Please advise us where we can procure chimney sweep's brushes.

Can any of our readers supply this information?—Ed.

Modern Malleable Steel Range

Chas. Worrod, Tottenham, Ont.—Where can I get repairs for the Modern Malleable Steel Range?

Dominion Stove & Foundry Co., Penetang, Ont.—Ed.

A NEW DEPARTURE IN AUTO FILLING STATIONS

(Continued from page 35.)

become that it requires practically the entire time of one man. This is a decided advantage in the successful handling of gasoline on so extensive a scale. One employee can keep a careful record and a real check on purchases and on sales, and it is thus possible to locate any discrepancy very readily. Most merchants handling gasoline have realized the likelihood of shrinkage in a given quantity, but have experienced the utmost difficulty in tracing such shortage. In the hands of one man a real check can be made daily. The margin of net profit per gallon is very small, and when quantities as large are handled, it is essential that careful records be kept from day to day to eliminate any chance of possible loss. This firm has sold as much as 700 gallons in one day.

CURTAILED AUTOMOBILE INDUSTRY

(Continued from page 31.)

number available in Canada, not only in the finished cars that are brought into this country but through the curtailment of amount of steel available for Canadian plants. This will mean that cars already in existence will be at a premium. Already in the United States there has been a big demand for used cars and the accessory trade has felt the effects in increased trade. Users of cars who in the ordinary course of events would trade their old car on the purchase price of a new one will make the old one do for another year or two. To put it ship-shape they will spend a certain amount on repairs and accessories to make the car as presentable as possible. To accessory men this indicates clearly one thing—an increased trade in accessories.

Whitby, Ont.—Council has passed preliminary readings of by-law implementing an agreement with the United Rubber Manufacturing and Reclaiming Company, Ltd., of Toronto, to establish a plant here.

HARDWARE AND METAL'S annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

ARE YOU GOING TO ENTER?

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

Rope by the Foot

You are the man for whom the Plymouth plan of selling "Rope-by-the-Foot" was devised. You and every other dealer interested in increasing his rope profits and successfully meeting the competition of the mail order house.

By this method you can sell

Plymouth Rope

on the same basis that inferior ropes are sold by a catalogue house and at the same time make a better profit on your sales than by the old pound method.

The selling of Plymouth Rope will give you a distinct advantage over your competitors, because other ropes cannot be sold by the Plymouth plan.

By this method you can tell your customer **exactly** how much a piece of rope will cost—not **about** how much—and you can do it immediately.

The Dealers' Profit Maker

During the past year over four thousand dealers have requested the material necessary to sell Plymouth Rope on this basis.

Over 98% of those acknowledging receipt of the schedules are enthusiastically in favor of this common-sense way.

The experience of a few of these dealers is incorporated in our folder, "Evidence."

If you are not selling rope in this manner now is a good time to begin. Full information and the necessary material will be sent you promptly on request.

Why not send for this material now and for a copy of "Evidence"?

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

DISTRIBUTORS IN ALL LARGE CITIES

Dealer's Schedule for Retailing Plymouth Rope by the foot

Copyright, 1917, by Plymouth Cordage Co.

Reverse Card for Selling Tables 10–30

PLYMOUTH ROPE	Table 32	Table 34	Table 35	Table 36	Table 38	Table 40	Table 42	Table 44	Table 45	Table 46	Table 48	Table 50
Size of Diameter	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet
3/16"	$.51	$.54	$.56	$.57	$.60	$.63	$.66	$.69	$.71	$.72	$.75	$.78
1/4"	.59	.62	.64	.66	.69	.73	.76	.80	.81	.83	.87	.90
5/16"	.92	.98	1.00	1.03	1.09	1.14	1.20	1.25	1.28	1.31	1.36	1.42
3/8"	1.19	1.26	1.30	1.34	1.41	1.48	1.55	1.62	1.66	1.70	1.77	1.84
15 th'd fine 3/8" Full	1.44	1.53	1.58	1.62	1.71	1.79	1.88	1.97	2.01	2.06	2.14	2.23
7/16"	1.69	1.80	1.85	1.90	2.00	2.11	2.21	2.32	2.37	2.42	2.53	2.63
18 th'd 7/16" Full	2.06	2.19	2.25	2.32	2.44	2.57	2.70	2.83	2.89	2.95	3.08	3.21
1/2"	2.51	2.67	2.74	2.82	2.98	3.13	3.29	3.44	3.52	3.59	3.75	3.90
9/16"	3.33	3.54	3.64	3.74	3.95	4.15	4.36	4.56	4.66	4.77	4.97	5.18
5/8"	4.16	4.42	4.55	4.68	4.94	5.20	5.46	5.72	5.85	5.98	6.24	6.50
3/4"	5.18	5.51	5.67	5.83	6.16	6.48	6.80	7.13	7.29	7.45	7.78	8.10
13/16"	6.15	6.53	6.72	6.92	7.30	7.68	8.07	8.45	8.64	8.84	9.22	9.61
7/8"	6.96	7.40	7.61	7.83	8.27	8.70	9.14	9.57	9.79	10.00	10.44	10.88
1"	8.39	8.91	9.18	9.44	9.96	10.49	11.01	11.54	11.80	12.06	12.58	13.11
1 1/16"	9.75	10.36	10.66	10.97	11.57	12.18	12.79	13.40	13.71	14.01	14.62	15.23
1 1/8"	11.04	11.73	12.08	12.42	13.11	13.80	14.49	15.18	15.53	15.87	16.56	17.25
1 1/4"	13.36	14.20	14.61	15.03	15.87	16.70	17.54	18.37	18.79	19.20	20.04	20.88
1 5/16"	15.20	16.15	16.63	17.10	18.05	19.00	19.95	20.90	21.38	21.85	22.80	23.75
1 3/8"	16.96	18.02	18.55	19.08	20.14	21.20	22.26	23.32	23.85	24.38	25.44	26.50
1 1/2"	18.77	19.95	20.53	21.12	22.29	23.47	24.64	25.81	26.40	26.99	28.16	29.34
1 9/16"	20.75	22.05	22.70	23.35	24.64	25.94	27.24	28.53	29.18	29.83	31.13	32.43
1 5/8"	23.55	25.02	25.75	26.49	27.96	29.43	30.90	32.38	33.11	33.85	35.32	36.79
1 3/4"	27.98	29.73	30.60	31.48	33.23	34.98	36.72	38.47	39.35	40.22	41.97	43.72
2	33.92	36.04	37.10	38.16	40.28	42.40	44.52	46.64	47.70	48.76	50 88	53.00

NOTE: Above prices as figured under the several Tables indicated are for 100 feet of 3-strand Plymouth Manila Rope. For variations such as 4-strand Rope and for Lariat use a Table sufficiently higher to cover the advance over basis.

THESE FIGURES APPLY TO PLYMOUTH ROPE ONLY. DO NOT ATTEMPT TO USE THEM FOR ANY OTHER ROPE

THE CLERKS DEPARTMENT

GETTING OUT OF A RUT AND WINNING SUCCESS

The Example of Garnet Willard, Famous Railroader, is an Inspiration to Those Still "on the Way."

SOME time ago a sketch was printed of Daniel Willard, chairman of the U. S. Advisory Committee of National Defense and of its sub-committees on Transportation. It told of his remarkable career and presented the personality of this great railroad man in a comprehensive way. The story of Willard is told somewhat differently by B. C. Forbes in the American Magazine, so differently in fact that the new version is well worth reprinting:

How can a man no longer a youth, and occupying a moderately good position, get out of a rut which has only a stone wall ahead?

Should he stay where he is, even though he feels that he is capable of bigger things, if the opportunity came his way?

Or should he, despite domestic responsibilities, bestir himself and run all the risk incidental to making a change which, at the start, might mean a scaling down of his mode of living, with no certainty that the new field would prove congenial or that he would completely suit his employers?

The editor of *The American Magazine* received a letter which prompted him to find a man who had once been so situated, but who had overcome all obstacles and risen to conspicuous success.

The commission given me by the editor was: "Get a man filling one of the greatest railroad positions in the country who was up against this very same hurdle at one stage of his career, and ask him to tell very specifically and in detail—giving names and dates and all that—just how he fought his way out of the rut and got around the stone wall that faced him. If we can show exactly how one man went about solving the problem, others may profit by the example."

My first thought naturally was, Who is the man holding *the* most important railroad position in America to-day?

The immediate answer was, Daniel Willard, for he is chairman of the Advisory Commission of the Council of National Defense and of its sub-Committee on Transportation, and, as such, the super-director of *all* transportation throughout the United States. Moreover, Mr. Willard, I knew, had had to do his own climbing from track laborer to the presidency of the Baltimore & Ohio Railroad, which he has filled with such notable success for the last seven years that he has not only won recognition as the builder of a new B. & O. system, but was called upon by the country's railroad heads to lead their epochal fight for fairer freight rates.

I accordingly journeyed to Washington. I found Mr. Willard wrestling with a mountain of war-transportation and communication problems. A line of visitors, from an army general down, were waiting their turn to see him.

Energy, Force and Nerve.

Mr. Willard is the embodiment of energy, force, verve. His words and acts personify a rapid-fire gun in action. His mind suggests chain-lightning. His eyes now sparkle, now flash—he has a streak of humor and does not feel called upon to hide it continually, even in war time. A many-years acquaintance won me a friendly reception.

He read the letter of the railroad worker. Then he smiled.

"I was in the same fix," Mr. Willard remarked. "If I hadn't made a move I would have been there, or thereabout, still, because the men who were ahead of me remained—and opportunities on that line were limited."

"Tell me all about it," I prompted. "The shifts you made evidently proved very wise, judging by the rapid strides you have made."

"That notion that I have traveled fast is wrong," Mr. Willard interrupted. "Up to the time I was nearly forty years old, while I had never made more than two hundred dollars a month, I had undergone a lot of useful experience."

"What were your experiences? That's what I want to know?"

"My story is so plain, so unromantic, so devoid of unusual feature or interest that it would disappoint you," Mr. Willard parried.

"Perhaps I would be a better judge of that than you."

I was determined to get the enlightenment the editor's correspondent wanted. I also knew that Mr. Willard's career *was* full of inspiration and suggestion, that he had encountered hardships, and had exhibited stern qualities in overcoming them. His rise from the bottom to the top had not been a pleasant, effortless ride on an escalator; he had had to foot every step, climb every rung without aid or influence.

Born on a two-hundred-acre Vermont farm, in 1861, he had to do more than the usual number of chores, as he was the only boy on the place. Although not a brilliant scholar, he won a teacher's certificate before he was sixteen, taught school one winter, graduated from high school when seventeen, wanted to go to Dartmouth College, but couldn't find the money, and, instead, went for two terms to the Massachusetts Agricultural College at Amherst, where tuition was free. His ambitions ran first to law and then to medicine, but too intent study so impaired his eyesight that he was forced to leave college. Life on the farm, however, offered no glittering future. A railroad, the Vermont Central, ran through his father's meadow. Why not become a fireman—and perhaps an engine driver if his eyesight recovered? That was a goal worth working toward.

His First Railway Job.

At eighteen Dan Willard found his first railway job, as a track laborer: pay, ninety cents a day. The laborer by day studied medicine by night. Within four months he landed a fireman's job on a neighboring line. Wood was then the staple fuel, and it was not play keeping the wheezy locomotive adequately stoked. But he must have done it satisfactorily, for in two years he attained his railway ambition: he was made an engineer.

For a time he was happy and content. The pay yielded a comfortable living; the work was congenial; he was near home and friends; the job promised to be permanent. What more could a normal human being desire?

Dan Willard by and by realized he had settled into a rut—a comfortable rut, but, nevertheless, a rut.

"At the end of two years as locomotive engineer I decided to strike out," Mr. Willard related reminiscently. "It was well I did. The man who was my superintendent on that road is still superintendent of the same division although he has had several opportunities for high positions, but declined them, and others who were there in my time are still there. Had I stayed I might have been a passenger engineer, but probably nothing higher."

Off he went to Elkhart, Indiana, where he had a friend working on the Lake Shore and Michigan Southern. Here he was fortunate in getting an engineer's job. The pay was fully one hundred dollars a month, a long jump from the sixty dollars or sixty-five dollars paid back home. Dan Willard felt he was getting on in the world.

Alas, acute depression came, the road had to retrench, and Engineer Willard was dropped. He had enjoyed his fat pay less than seven months.

Then came a period of character testing, of stamina trying. First one road and then another turned him down because he looked too young and inexperienced to be intrusted with an engine—this was in 1884, when he was twenty-three, and as he wore no mustache and was not a giant in stature he looked boyish. One months, two months, three months passed without bringing employment. Would he pocket his pride, bid good-by to his ambitions and return home, an out-of-work, an adventurer who had sought to fight the wider world, and had lost?

No! He would fight it out. He had saved his money prudently. He could live on a few dollars a week. Depression would not grip the country for ever. By constantly trying, he would capture a job some day. He would not sneak back home like a whipped cur.

Pluck and Persistency.

Pluck and persistency finally won. Fate had sought a joust with him and he had not been thrown. An enterprising, far-seeing Westerner, Senator Washburn of Minneapolis, conceived a new railway project, and work was started on it. Young Willard, alert for any possible opening, applied for a job. There was only half-a-mile of track and one engine, which was already manned. Very well, what other jobs were there? Would the engineer care to act as

a brakeman? If that was the best to be had, why, certainly he would take it.

For a second time, while engaged in the roughest kind of work, living under the most uncivilized conditions and earning much less than an engineer's pay, Dan Willard was put to the test. Would he grab a present advantage and thereby sacrifice a possible future? The Michigan Southern offered him his old job as engineer. It carried good pay, the hours were reasonable and the work was attractive. How great was the contrast between such conditions and those under which Willard was then existing let him describe in his own words:

"When I began braking on the 'Soo' line, which is now a four-thousand-mile system, it had half a mile of track, one engine, one locomotive engineer and one conductor. Soon we had forty-six miles of track, with one train running each way daily. I was made mechanical foreman. That sounds all right. But my job included not merely making what locomotive repairs were necessary, and repairs to freight cars, but keeping the coaches clean, sweeping them out regularly, looking after repairs on the line, jumping in to take the place of engineer or conductor whenever occasion arose, and acting as telegraph operator. Yes, I had taken the precaution very early to master telegraphy as a possible stepping-stone some day.

"Besides all that, I had to take care of the roundhouse. In winter we had cold—fifty-five degrees below zero—and no steam heat. My worst problem was to keep the water in the engines from freezing during the night. I had to sleep alongside the engines in my underclothing, and every two hours or so I had to get up and put wood in four little stoves that tried to fight away the frost. I hit upon the plan of placing pails containing an inch or two of water here and there over the floor, and when I got up in semi-darkness I used to feel each pail if the water had begun to freeze. If there was no ice, I shut the dampers so that I wouldn't have to get out of bed again so soon; if there was any ice I would fill up the stoves and leave the dampers open to prevent disaster."

Are there many young college-bred men to-day who would elect to lead a life of that kind rather than accept a comfortable job such as locomotive engineer on a large, well-organized road? Instead of eight hours' duty, Willard was on duty twenty-four hours every day, Sundays and holidays included.

He Roughed It.

During these early construction days on the Minneapolis, St. Paul & Sault Ste. Marie Railway—the now famous "Soo" line—the young man-of-all-work had to sleep sometimes on the ground, sometimes in box cars, sometimes over saloons or similar dens, rubbing shoulders with uncouth navvies and the scum of the earth, men and women. These were pioneer times, and the building of a railroad, entailing the spending of much money in wages, attracted all sorts of adventurers, including cut-throats, robbers, gamblers, drink-sellers, harpies. Young Willard, however, although compelled to eat at the same table as this flotsam and jetsam, attended strictly to his own business, did no drinking, joined no card parties, participated in no dancing or other jollities. Yet not once was he drawn into any row nor was he ever treated with anything but respect.

As construction proceeded, Willard acted as conductor, engineer and various other things. When the road was between four hundred and five hundred miles long F. D. Underwood (now president of the Erie and recognized as one of America's ablest railroad giants) was appointed general manager. Willard then had the title of "General Foreman" of some two hundred miles of the road. He had to take care of about twenty-five engines and several hundred cars, had to act as storekeeper, keep the materials account, record the time of all the men and, in short, see that everything was done properly. No work was too menial, too unimportant, or too onerous for him to tackle.

UNCLE SAM: "Give me a business man for a business job."
—Forbes' Magazine.

In 1887 various parts of the system were linked together under one large organization, and for a time Willard ran a passenger engine out of Minneapolis. But his superiors, recognizing that he was fit for bigger tasks, made him trainmaster and, after several years' service, assistant superintendent.

"There was a time at that early stage of my life when I was exactly where your correspondent is," said Mr. Willard. "It looked as if there would be no chance of further promotion. The places ahead of me were capably filled by youngish men.

"Edmund Pennington was superintendent and Mr. Underwood the general manager, both young. The panic of 1893 came, and all expenses were cut to the minimum. I was married, had two young children and was just able to get along. One year followed another without bringing any improvement in my prospects. The future was not bright, and I began to look around in earnest for a more attractive opening.

"Meanwhile I spent my available time studying railroading. I bought and read and reread every railroad book that I could find—the bibliography of railroading was not then what it is now. My bible was Wellington's 'Economic Theory of Railroad Location,' a 700 or 800-page volume which is still standard. 'Railroad Transportation,' by Professor Arthur T. Hadley, was also very helpful. So were the books of Governor Larrabee of Iowa, and A. B. Stickney, of the Great Western. Captain W. W. Rich, the first chief engineer of the 'Soo' line, had early filled me full of admiration for the engineering profession, and I spent much time studying engineering books. I really did my best to learn everything I could about railroading in all its phases. Fortunately, it was a keen pleasure for me to read, so I had no temptation to waste my time aimlessly.

"Eight years passed without bringing any visible reward. I was still assistant superintendent, earning less than two hundred dollars a month. Every place above me was filled, and apparently likely to remain filled for years to come."

It is eternally true, however, that responsibility seeks shoulders able to bear it. Here was an obscure assistant superintendent who had diligently used his school years, had not scorned to start as a track laborer, had not hesitated to leave the narrow environment of his private territory as soon as he found progress there impossible, had withstood a long spell of enforced idleness without wilting, had stuck to a twenty-four-hour-a-day job beset with hardship and even danger rather than accept an invitation to return to a comfortable rut, had filled every conceivable minor position in railroading, had risen to the rank of assistant superintendent—and had saturated himself with enough theoretical as well as practical railroad knowledge to qualify for almost any executive post.

Getting Above the Job.

When a man becomes conspicuously larger than his job, when his ability impresses everyone around him, when his personality radiates leadership qualities, something is certain to happen sooner or later. Such a man usually develops unquestioning self-confidence; he knows in his heart that he is master of his profession, and this knowledge, born of merit, emboldens him to seek to mold circumstances, whereas the man of less caliber, less experience, less training, and less vision is apt to let circumstances mold him. He is afraid to strike out. He fears he may not make good. Moreover, the man of exceptional parts always stands a chance of attracting the eye of leaders, for leaders are ever on the lookout for the right stamp of human material. The big job often seeks the big man. When it doesn't, the big man is likely to seek the big job.

In Willard's case, the job, after many years of patient plodding and vigilant preparation both in theory and practice, sought the man. Mr. Underwood, even then a railroad operator of brilliant ability, was offered the general managership of the Baltimore & Ohio Railroad, and his first care was to find some man he knew to become his right-hand man as assistant general manager. Now Underwood had not been thrown in close contact with Trainmaster Willard. Willard reported to another officer and had not seen Underwood

(Continued on page 46.)

Sherwin-Williams Co. Convention

The Year's Work Reviewed—Plans For Next Year Outlined—The Sales Winners—Speech by Rev. Major Williams.

THE annual convention of the Sherwin-Williams Co. of Canada started on October 29, when the Eastern representatives of this organization met in Montreal, to go over and discuss the plans for the coming year. Last year's work was carefully reviewed, and the new plans for the coming year were submitted for the approval of the representatives.

The meeting opened on Monday, October 29th, and continued until November 1st.

The president, W. H. Cottingham, was unable to attend the opening meeting, but arrived in time to take part in the convention on Wednesday morning.

Lieut.-Col. The Hon. C. C. Ballantyne, vice-president of the company, made an address at the opening meeting, but owing to other important business was unable to devote the usual time to the convention this year.

H. M. Ashby, general manager of the company, opened the convention and greeted the managers and representatives, and acted as general chairman during the whole convention.

The remarks made by those connected with the different departments throughout the plant indicated that during the past year great improvements had been made in the methods of handling goods, manufacturing new lines, and in the advertising policy. The whole proposition presented to the salesmen to offer to their trade was intended to show that a great deal of care had been taken in drawing up the plans for the coming year.

One of the strongest and most effective advertising campaigns yet undertaken by this concern has been completed, and put into the hands of the representatives.

Business possibilities appear very bright, and it is expected that the coming year will prove a very successful one.

J. A. Derouin, representative in the city of Montreal, proved to be the most successful salesman during the past year, not only having the largest increase in sales in the East, but also throughout the entire company.

He was presented at the banquet on Wednesday evening held at the Canada Club, with a Top Notcher gold pin.

J. E. Auger, also a representative in the city of Montreal, and the surrounding country, calling on the large manufacturing concerns, was successful in holding second place.

Mr. Cottingham, president of the company, presided at the banquet, and the evening proved very enjoyable indeed. The principal speech of the evening was by the Rev. Major Williams, who gave a stirring talk on patriotism, and the heroism of the boys at the front.

The convention closed on Thursday. The enthusiasm shown by the representatives and managers during the whole meeting was very marked and a general feeling of optimism prevailed.

GETTING OUT OF A RUT AND WINNING SUCCESS

(Continued from page 45.)

to speak to more than half-a-dozen times. Underwood, however, had not gone through life with his eyes in his vest pockets; he knew how to spot men. He was guided in his selection of Willard solely by the latter's record and his inspiring personality.

Again the problem confronted Daniel Willard of whether it would be better to stay with one property in a moderately responsible position and with whose operation he was thoroughly familiar after fourteen years' service, or whether he should risk making a change. Mr. Pennington made Willard's problem all the more difficult by offering him the important position of general superintendent, a really tempting proposition, since it was only one office removed from the general managership.

"My decision was influenced, I fear, partly by sentimental reasons," Mr. Willard told me. "There was a peculiar interest attaching to the B. & O.; I was, of course, familiar with its long history, I had some knowledge of its potentialities, and I had great admiration for Mr. Underwood. So to Baltimore I went. I was put in charge of maintenance of way and equipment of the road."

The long years of self-education, self-improvement, diversified experience and intense industry were now bearing fruit in greater and greater abundance. Within two years Mr. Underwood was elected president of the Erie, and he had found Willard so indispensable that he induced him to go along as assistant to the president. But, just as in the case of the "Soo" line, the B. & O. did not want to part with Willard. President John K. Cowen tried hard to induce Willard to remain as general manager of the whole B. & O. system. This was really a big thing. It paid a much better salary than the Erie was going to pay, and the office of general manager carried more weight than the elastic position of "Assistant to the President," a job which may mean much or may mean extremely little. However, Willard had told Underwood he would go, and he went.

RUSSIAN COTTONSEED-OIL INDUSTRY

The cottonseed-oil refining industry of Russia, established mainly in the districts of Ferghana, Murgal, and Merv, has lately been increased by the addition of two new mills and the enlargement of the old mills. The material equipment of the industry, before the new mills were established, showed thirty 16-inch hydraulic presses, seven 12-inch presses, and several smaller ones. The 144,000 tons of cotton seed formerly handled has increased to 192,000 tons. The exports of cotton seed from Turkestan in 1913 were about 20,320 tons. One pood (36 pounds) of cotton seed of the first grade yields 6.56 pounds of unrefined oil, 14.4 pounds of oil cake, and 19 pounds of husks and linters and other waste.

Salesmen in attendance at the Sherwin-Williams Co. Convention held in Montreal recently.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVANCE information on the market for automobile accessories indicates that goods made from steel will be no higher in price while automobile accessories into which cotton fabric enters are in an uncertain market and higher prices would not come as a surprise to wholesale dealers. A canvass of the situation among United States manufacturers by the purchasing agent of a large Canadian wholesale house shows that the manufacturers are ready to book freely at present prices for delivery up to spring of next year for steel goods. On cotton fabric goods, such as seat covers, tire reliners, tire covers and blow-out patches, they will book only at prices ruling on date of shipment.

There is a firmer undertone in the market for black and galvanized sheets as a result of the realization that producers in the United States will have very limited supplies for sale on new contracts. Any contracts that are taken are at stiff premiums, as the mills are loaded with Government orders. This situation has put a measure of firmness in the market by way of contrast to the sagging tendency that has been noted for several weeks past, but it is claimed there are good stocks available in Canada at present, and prices should not advance for the present at least to much higher levels. The restriction of amount of steel available for use in pleasure cars will have the effect of curtailing the number of pleasure cars available in Canada. Wholesale accessory dealers anticipate this should help the sale of accessory lines in the making of old cars look presentable. Lines in which advances have been recorded during the week include lawn bowls, golf clubs, fishing tackle, automobile wrench sets and repair kits, cotton gloves, steel wool, gas plates, brooms. A decline has been recorded in the price of domestic pig-iron. Trade in hardware goods is reported very good. Heavy shipments have gone forward for Northern lake points before the close of navigation this month.

MONTREAL MARKETS

MONTREAL, Nov. 14.—The business conditions here are of a normal nature, with few changes in commodities generally. Cotton rope is very firm, and is quoted at 52c for ¼-inch and larger and 53c for the 3/16-inch. Mrs. Potts' irons are 5c per set higher for both numbers. There is much concern regarding the immediate future of tin plates and tinned iron, and these will be very hard to procure. Ingot tin is firmer, with a higher spread of 2½c. Stoves and ranges are selling better, while the demand is still good for heating stoves.

Mrs. Potts' Sad Irons Are Slightly Higher

Montreal.

SHELF AND HEAVY GOODS.—There is a fair demand for regular lines this week and changes are few. The weather conditions have been good, and where it is possible to take supplies in by water route, especially where the goods are heavy, there is a tendency to purchase a little more freely. Mrs. Potts' irons are advanced to $1.75 for No. 55, and No. 50 to $1.85. Cotton rope is quoted at 53c for the 3/16 inch and 52c is asked for the ¼ inch and larger.

Cut And Wire Nail Prices Hold Steady

Montreal.

NAILS AND WIRE.—Wire and cut nail business is of a limited nature these days, as building operations are limited in most districts. There is the usual filling in of sizes before winter arrives, and with a limited amount of sorting, business prices remain unchanged, with wire nails selling at $5.50 per keg base, and cut nails $5.75 per keg base. Smooth steel wire is quoted at $6.50 base, per 100 lbs.

Demand For Tubes And Iron Pipe Not Heavy

Montreal.

IRON PIPE.—The demand for iron pipe is slow. What business is obtained is mostly of sorting nature, as there is no inclination to load up at the high prices which this commodity has reached. The reason for local increased shipments to points served by water routes as well as rail holds, viz., that some retailers are now making ready for winter and putting stocks in shape while freight can be brought in by water.

Small Business Obtains For Steel And Bar Iron

Montreal.

IRON AND STEEL.—The business coming here for iron and steel is purely of a sorting nature, and the tendency is to buy in very small lots. Heavy lines such as these are being asked for at some points where the difference in water and rail freight rates is an item, and from such sources one jobber reports an increased demand. Prices remain firm and unchanged at the following quotations:

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Supplies Of Tin Plate Will Be Decidedly Scarce

Montreal.

SHEETS AND PLATES.—There is a strong likelihood that the situation with regard to tinplate and tinned iron will not improve for some time. In fact, one of the largest dealers here advises the careful use of stocks in hand by retailers throughout the country, as there is little prospect of deliveries of any consequence before well into the second quarter of 1918. There is no prospect here of a lowering of quotations, and, with stocks so low everywhere, those who are using these commodities could well bear in mind the facts presented and make as careful use of the supplies they now have as circumstances will permit. Black sheets are scarce and are quoted at prices given below. Some supplies, how-

ever, may be had of certain sizes and gauges at favorable quotations:

MONTREAL—	100 lbs.
10 gauge	$12 50
12 gauge	11 60
14 gauge	11 50
16 gauge	10 75
18-20 gauge	10 25
22-24 gauge	10 40
26 gauge	10 45
28 gauge	10 55

Stoves And Ranges Are Selling Better

Montreal.

STOVES AND RANGES.—With the winter season approaching, the stove makers are finding a better demand for ranges and some lines of stoves. Until the present the demand has been somewhat limited. Heaters are still selling fairly well, and, while there is still a big shortage of materials, the foundries here have had a fairly satisfactory season, and have taken care of the business offered them. The demand for oil heaters is still very good, and with a firmness in all lines prices are unchanged.

Gasoline Sales Smaller; Coal Oil Business Good

Montreal.

COAL OIL, GASOLINE.—There is a good movement of coal oil this week, and with shorter days there is a large consumption in the country. Gasoline sales are gradually diminishing, owing to the fact that some are disposing of old cars, or laying them up for the winter months. This, however, is not very general, owing to the fine weather, and those who can get out these days find the air an ideal tonic, with real enjoyment possible. Quotations on coal oil are unchanged at prices given in current markets. Gasoline is quoted at 32½c per gallon.

Sorting Business Fair For Rope And Cordage

Montreal.

CORDAGE, ROPE. — With a fair amount of business for this season of the year, rope and cordage are firm. One large hardware jobber is quoting cotton rope at 53c for 3-16 in. and 52c for ¼ in. and larger. There is some stimulus in orders being received from outside points served by water routes, as retailers are anxious to put their stocks in good shape before the winter. Quotations as found elsewhere in the current reports apply for this week.

Lead Products Are Firm, But No Changes

Montreal.

LEAD PRODUCTS.—There is no change reported for the week in lead products, all lines being held firmly. The demand is really small, and what business obtains is of a sorting nature and for limited quantities. Quotations are as follows:

MONTREAL—	
Lead pipe, lb.	$0.15
Lead waste pipe, lb.	0.16
Lead traps and bends	10% on list
Lead wool, lb.	0.15
Lead sheets, 3 lbs. sq. ft.	0.13¾
Lead sheets, 3½ lbs. sq. ft.	0.13¾
Lead sheets, 4 to 6 lbs. sq. ft.	0.14

Little Change Noted In Old Materials

Montreal.

OLD MATERIALS.—For several weeks there has been a decidedly dull and uninteresting market for old metals, rubbers, auto tires, etc. There seems to be no change in sight for the immediate present, although one large dealer states that there should be some movement in this line within the next week or two. We quote on brass, copper and other lines as follows:

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	25 00	....
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08	....
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 05½	....

Tin Is Some Higher; Demand For Ingots Small

Montreal.

INGOT METALS.—There is very little movement in the market this week, but the item of interest again is tin, which continues its spectacular movement, with a tendency to higher price. This is now quoted at 72½ to 75c. From the most reliable sources it would seem that dealers would do well to conserve as much as possible what supplies they have, as deliveries during the first and second quarters of 1918 can scarcely be other than light. Copper is not moving to any extent. Other lines are unchanged and the demand is small.

TIN.—There is a spectacular movement in tin, which has been reaching high levels in London and New York. The demand here is small, with a firm price of 72½c to 75c lb.

COPPER.—Copper demand is very small. Stocks are, of course, light. The price of last week still rules—34c lb.

LEAD.—There has been no change in lead this week, and demand is small. If large quantities were asked for, some dealers would offer a slight reduction from the prices of 9¼c to 9½c quoted last week.

SPELTER.—While we have no new price for spelter this week, the United States market is firmer, large purchases by the Government being reported. The tendency here is toward higher levels, but requirements can now be filled at 10½c to 11c per lb.

ANTIMONY.—The market for antimony is extremely quiet, with very little moving. Prices are still 16c to 18c.

ALUMINUM.—Quotations are made at 58c to 60c. Aluminum is very quiet and the demand is small.

TORONTO MARKETS

TORONTO, Nov. 15.—The feature of market conditions during the week has perhaps been the firmer undertone to the market for black and galvanized sheets. Brooms of all kinds are also in a firm position as result of scarcity of certain grades of broom corn used in the outside portion of the broom. Price movements have been in the upward direction with perhaps one exception, namely, on pig iron. This decline comes as a result of price fixing of differentials in the United States market. There has been a good buying movement during the week. Goods for Northern Ontario points have been moving out freely in order to take advantage of water routes before close of navigation.

Automobile Wrench Sets And Repair Kits Up

Toronto.

WRENCHES, REPAIR KITS.—Higher prices were made effective for the Mossberg automobile wrench sets and repair kits to the extent of 15 per cent. Bicycle wrenches A1 bright are now quoted at $2.88 per dozen while A3 bright are quoted at $3 per dozen. Socket sets automobile wrenches are now quoted at $2.25 per set for No. 17 and $3.60 per set for No. 30. Double-end socket wrenches unfinished show an advance of approximately 20 per cent. on list prices. The discount remains unchanged at 25 off list.

Cotton Products Show Firm Tendency

Toronto.

COTTON GLOVES.—There is a continued strong situation in the raw cotton market with a similar tendency in the finished products. There is great uncertainty in the market due to the condition in the raw cotton market. Authorities on the situation are very guarded about expressing an opinion as to the probable future trend of the raw cotton market. There are two camps that divide the opinion in the market. On the one side there are those who look for a continuation of the upward trend of the market and base their belief on the greatly increased consumption of cotton for war purposes, such as duck for tents, munitions, clothing. Great Britain has decreed that henceforth all cloth for civilian use must have at least 40 per cent. cotton in order that the wool supplies might be conserved. The United States Government is putting proportion of cotton in the underwear for their soldiers and this is taking enormous quantities. The opposite opinion prevails, perhaps in the minority of cases, that the cotton market is likely to be lower before it is higher. Twine, sash-cord, cotton rope held steady in price during the week at the advances recently recorded. One line to show a higher price was that of cotton gloves, Tapatco

L 10 now being quoted at $2.25 per dozen, an advance of approximately 10 per cent.

Steel Wool Shows Advance Of 10 Per Cent.

Toronto.

STEEL WOOL.—An increase of approximately 10 per cent. was made effective in the price of steel wool during the week, No. 1 now being quoted at 50c per pound and No. 2 at 45c per pound. This material is used for polishing work. The market on this commodity has followed the generally high prices in all lines of steel and comes as a natural sequence to advances that have been made in numerous other commodities made of steel.

Gas Plates And Children's Brooms Up

Toronto.

GAS PLATES, BROOMS.—An advance of 50c per dozen has been made in the small single gas plate, making the price now $2.10 per dozen as compared with the former price of $1.60 per dozen. Due to the scarcity of broom corn and the high prices prevailing for stocks that are obtainable the price of the child's broom has been advanced to $1.50 per dozen. This advance follows one recently recorded on various kinds of house brooms.

Lawn Bowls Have Been Advanced 35%

Toronto.

LAWN BOWLS.—Owing to the difficulties attending the manufacture of lawn bowls within the British Isles a scarcity of these articles has developed. One manufacturer's representative in calling on the Canadian trade recently stated that his principal in the Old Land had been reduced to an operating force of one man whereas in normal times a considerable staff was employed. Wholesalers have accordingly been compelled to advance their prices on this line during the week to the extent of approximately 35 per cent. One of the lines that is sold in this market is now quoted at $8.50 per pair.

Golf Clubs Make Advance of 20 Per Cent.

Toronto.

GOLF CLUBS.—An increase to the extent of 20 per cent. has been made effective in the price of golf clubs owing to the difficulty manufacturers are experiencing in getting supplies of raw materials. These clubs largely come from Scotland, as that is the home of the golf game. An embargo has been placed on the importation of lignum vitæ by British Government and the manufacturers accordingly have been restricted in their operations. Iron clubs that form- $2.75 have now been advanced to $2.50 and $3.50 each. Wooden golf clubs that formerly sold at a range of prices from $2 to $3 each have been advanced so that the range is now from $2.75 to $4 each.

Fishing Tackle Makes Big Advance

Toronto.

FISHING TACKLE.—Wholesale dealers in fishing tackle have advanced their prices from 20 to 30 per cent. as a result of higher prices that have been announced by the manufacturers. Prices to the retail trade had not been figured out at the time of writing but it is expected they will be in shape in the near future. Firmness in the market for fishing lines has been due to the upward strides that the raw cotton market has been making. Raw cotton is now the highest that it has been since the beginning of the war.

DETAILS OF PRICE FIXING ON SHEETS.

President Wilson has approved an agreement made by the War Industries Board with the principal steel industries of the United States, fixing maximum prices, subject to revision January 1, 1918, on certain steel articles, as follows:

Sheets (per 100 lbs. f.o.b. Pittsburgh):

No. 28 black sheets	$5.00
No. 10 blue annealed sheets	4.25
No. 28 galvanized sheets	6.25

The above prices apply to both Bessemer and open-hearth grades.

Pipe:

On ¾-inch to 3-inch black steel pipe, discount 52 and 5 and 2½% f.o.b. Pittsburgh.

Cold-rolled steel:

17% discount from March 15, 1915, list, f.o.b. Pittsburgh.

Scrap (f.o.b. consuming point):

	Per gross ton
No. 1 heavy melting	$30.00
Cast-iron borings and machine-shop turnings	20.00
No. 1 railroad, wrought	35.00

Wire:

Plain wire (per 100 lbs. f.o.b. Pittsburgh)	3.25

Tin Plate:

Coke base, Bessemer and open hearth (per 100-lb. box f.o.b. Pittsburgh)	7.75

In connection with the above, the iron and steel manufacturers have agreed promptly to adjust the maximum prices of all iron and steel products other than those on which prices have been agreed upon to the same general standard as those which have been announced. It is expected that this will be done promptly and consistently in line with the basic, intermediate, and finished products for which definite maximum prices have been established.

Furnace Demand Rapidly Reduces Stocks

Toronto.

STOVES, FURNACES, ENAMELWARE.—Owing to the good demand that has been existent within the past few weeks on furnaces some manufacturers report their stocks are down to a very low point. One concern that in normal times would carry a stock of thirty to forty furnaces states that their supplies are down to four furnaces at the present. There is an excellent demand for hot air furnaces possibly because of the lesser expense connected with their installation as compared with other heating systems. Manufacturers report they are having difficulty in getting a sufficient supply of labor to manufacture the number of furnaces demanded by the trade. This has naturally caused a decrease in the number of furnaces available. The demand for coal heaters has slackened somewhat under the influence of finer weather, but is expected to develop again as soon as another cold snap comes. The demand for gas ranges is fair with inquiry for electric ranges somewhat quiet. Enamelware held steady in price with a fair sale.

Castor Oil Shows Advance Of 5c Pound

Toronto.

GASOLINE, OILS.—An increase in the price on castor oil was recorded during the week to the extent of 5c per pound, making the price now 50c per pound in barrel lots and 52c per pound in less than barrel lots. This is the first change to be recorded in this commodity for some time. Gasoline and lubricating oils continue to hold at the levels maintained for several months past. In the United States it is reported that the shadow of price regulation has had a retarding effect on drilling operations and that producers have not been as keen as they would otherwise have been. Gasoline continues to be quoted at 31½c per gallon. Coal oil prices and prices of lubricating oils were also unchanged.

Cordage And Twine Market Holds Steady

Toronto.

CORDAGE, TWINE.—There was a better buying movement of Manila fibre in the primary market during the week as consumers have evidently made up their minds that there is nothing to be expected in the shape of price regulation in the near future. Some of these purchases were made at slightly lower prices than recent quotations. In the local market the situation remained unchanged with prices maintained in Manila and sisal ropes. Small twines continue to move freely in anticipation of Christmas trade.

Nails And Wire Hold Unchanged

Toronto.

NAILS, WIRE.—The situation in wire nails and steel wire remains one of steady firmness. There is very little building in the Toronto district at the present time and this is causing a quiet local demand. From the northern part of the province, however, considerable building has been reported due to the prosperity in the mining districts. There has been a fairly good demand from country districts. Price quotations hold steady at $5.45 per hundred pounds base in the majority of instances. Smooth steel wire continues to be quoted at $6.50 base. In wire products the most recent change was that announced last week in black wire cloth, in which a decline of 25c per 100 square feet was recorded for booking prices, making the price $3 in 100-foot rolls and $3.05 in 50-foot rolls.

Steel Orders For Domestic Account Falling

Toronto.

IRON AND STEEL.—There has been

a substantial decrease in the amount of unfilled orders on the books of the largest producer of steel in the United States during the month of October. Reports from that quarter show that the amount of unfilled orders declined by 823,804 tons during the month and is directly attributable to the falling off of orders placed on behalf of domestic manufacturing trade for business other than war business. Part of this decrease in tonnage can be attributed to Canadian manufacturers as they have realized that it is impossible to place business in view of the demands of the United States Government toward speeding up munition work. Orders placed by Canadian dealers six months ago have not arrived in some instances and they are not inclined to place further orders until there is little better assurance that they are going to get their stock. For this reason the tendency is to hold prices firm at present levels. There is a fair domestic demand.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	26 00
Sheet cast steel	30 00	35 00

Think Bottom Has Been Reached On Sheets

Toronto.

SHEETS, PLATES.—The consensus of opinion among those closely in touch with the sheet situation, both black and galvanized, is that somewhere near the bottom of the market has been reached on the recent declining market. Dealers report that some of the large independent mills in the United States intimate that sheets are likely to be scarce in the future due to the necessity of looking after Government business. In one quarter there was a further decline of $1 per hundred pounds on black sheets in Nos. 12, 14 and 16 gauges, making the quotations in the instance referred to $8.05 for No. 12, $7.95 for No. 14 and $8 for No. 16. But even in that quarter intimations were made that there is an apparent tendency toward an undertone of firmness. Galvanized sheets continued to be quoted at a range of prices, but the undertone is one of firmness. Prices are considered firm at present levels, although advances from those figures are not anticipated in the near future.

TORONTO— BLACK SHEETS—			Per 100 lbs.
10 gauge		$	$12 00
12 gauge		8 05	11 60
14 gauge		7 95	10 65
16 gauge		8 00	10 75
18-20 gauge		7 80	9 30
22-24 gauge		7 85	9 35
26 gauge		7 90	9 40
28 gauge		8 00	9 50
3-inch plate		8 10	13 25
¼-inch boiler plate		....	13 00
GALVANIZED SHEETS—			
10¾ oz.	$10 25	$10 30	$12 00
U.S. 28	9 95	10 00	11 70
U.S. 26	9 65	9 70	11 40
22 and 24	9 50	9 55	11 25
18 and 20	9 35	9 40	11 10
16	9 20	9 25	10 95
14	9 10	9 15	10 85

Broom Corn Poor; High Prices Inevitable

Toronto.

BROOMS. — From one of the leading commission merchants of broom corn in Chicago advice has been received by a local manufacturer of brooms to the effect that the broom corn crop raised this year is the poorest in quality that has been raised for a long time. Predictions are not made as to the trend of the market in the future, but the statement has been made that already $500 a ton has been paid for a crop of Illinois corn. In speaking of the situation this firm of commission merchants say as follows:

"There is one thing we would like to impress on you. The quality of the broom corn raised this year is the poorest we have had for a long time. There will be the greatest scarcity of hurl you have ever seen. There will be more red corn than usual. Broom corn sold now for hurl is really not more than long self-working. You will have to make your brooms shorter this year than ever.

"It is hard to believe the true condition in broom corn this year unless you have seen for yourself. But we have seen ourselves and we are telling you the absolute truth about conditions. We can scarcely believe that with the large amount of poor stuff in the country present high prices can be maintained. We are, however, through prophesying and will take the future as it comes. $500 a ton has already been paid for a crop of Illinois corn."

In explanation of the term hurl it should be stated that this is the grade of corn that is usually used on the outside of the broom. "Long self-working" corn is the grade that is usually placed in the centre of the broom. Prices quoted at Chicago at the present time range from $400 to $484 per ton when duty and freight are paid to this market. These prices are considered prohibitive by some manufacturers who are not purchasing at the prices quoted.

During the week a further advance in brooms was recorded, which now makes the lowest priced broom quoted by one of the large manufacturers $7.50 per dozen for three-strand house broom. This is an advance of 50c per dozen. On warehouse brooms the price has been advanced 75c, making the range of prices $10 to $11.50 per dozen. Yacht mops and dish mops have made an advance of approximately 10 per cent. The price of the cheapest yacht mop is now $6 per dozen, while dish mops are quoted at $7.50 per gross.

Corrugated Sheets Reflect Firmer Undertone

Toronto.

CORRUGATED SHEETS.—There was a firmer undertone to the market for corrugated sheets as the result of developments in the United States market during the week. While the new prices have been announced on sheets as fixed by the Government, dealers in this market have been led to believe that there will be very little if any sheet stock available for merchant trade. What is available is likely to carry heavy premiums which will make the possibility of a decline to the merchant trade rather remote. On the contrary as a result of the situation local dealers express the opinion that the situation is such that an advance is not improbable in the near future. There has been more buying of corrugated sheets within the past week than in recent weeks. Conductor pipe and eavetrough held unchanged at a discount of 10 per cent. off list prices.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10 00	....

Boiler Tube Situation Still Holds Firm

Toronto.

BOILER TUBES.—There is no relaxation on the part of the Governments of Canada and the United States with respect to regulations on the sale of boiler tubes. Stocks in local dealers' hands are getting low and further supplies cannot be brought in without license for each particular piece of work. Quotations hold unchanged from those of last week.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder In Firm Position, Due To Tin Situation

Toronto.

LEAD AND ZINC PRODUCTS. — There was a continued strong market for solder during the week as the result of the acute situation in tin in the primary market. The market at primary points is almost bare of tin and prices went up to the level of prices in the local market. Negotiations are under way, it is stated, looking to the relief of the acute situation. It is hoped that permits will soon be granted by the British Government to allow stocks of tin to leave her ports. Lead products were in stronger undertone during the week as the result of the upward turn in pig lead. A fairly good demand is reported for lead and zinc products.

TORONTO—		
Lead waste pipe, lb.	0 16	....
Lead traps and bends	10% on list	
Lead wool, lb.		0 16
Lead sheets, 3 lbs. sq. ft.		0 14¾
Lead sheets, 3½ lbs. sq. ft.		0 14¾
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 15

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 39	....
Solder, strictly, lb.	0 37¼	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Dullness Prevails In Old Materials

Toronto.

OLD MATERIALS.—There was a dull market for old materials during the week.

Mills were buying very small quantities and at a price. Local wholesalers have not been very anxious to get into the market in a buying way. Prices quoted hold unchanged at recent declines recorded two weeks ago.

Tea lead	$ 0 04	....
Heavy lead pipe	0 05½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Continues Acute; Pig Lead Is Firmer

Toronto.

INGOT METALS.—The commodity of greatest interest in the ingot metal market during the week was tin, following the acute situation that has developed in the primary market as a result of stoppage of supplies. Lead was in firm undertone.

COPPER.—The question of price on copper other than that used for Government work has not yet been established in the United States. The matter has been taken up with the Government, but in the meantime holders of copper are not selling at the 23.50c basis established for Government contracts. The market locally held unchanged at 32c for casting copper and 33c for electrolytic.

TIN.—There is hope that the present accte situation in the primary market will soon find relief, as the question of licenses for shipment has been taken up with the British Government, and it is felt that some redress may soon be forthcoming. In the meantime, prices were skyrocketing in the New York market, and the local market went upward in sympathy, prices being quoted from 70c to 75c per pound.

SPELTER.—There is a measure of firmness to the spelter market as the result of negotiations under way between the leading producer and representatives of the United States Government. The opinion prevails that the United States Government is likely to be in the market for supplies. Locally quotations were unchanged at 10c per pound.

LEAD.—There was a firm undertone to the lead market during the week, although there was not as much buying reported at primary points as developed during the previous week. Prices are holding steady locally at 9c per pound.

ANTIMONY.—Demand for antimony is light in the local market, and the same is true at primary points. Stocks are reported to be accumulating. Prices quoted were from 16c to 18c per pound.

ALUMINUM.—The market held unchanged at 60c per pound. There is but little change in the situation generally, as the Government is taking all supplies brought into the country in the form of sheets.

PIG IRON.—As intimated last week, there was a strong probability that pig iron in the local market would drop in price. Quotations have been reduced from $55, the previous price, to $50 per ton. Domestic producers are pretty well sold up for some little time in the future, but any new business is being booked at the reduced price. The cut has come as a result of fixing of differentials in the United States.

LONDON MARKETS

LONDON, Nov. 13.—Merchants in this district are well satisfied with fall trade and are buying freely for their present needs. Spring booking is also good. Prices continue firm, with several advances. Doors and windows are higher for spring delivery. Oil heaters and hand sleighs have advanced.

Net Prices On Snow Shovels

London.

SNOW SHOVELS.—Net prices on some lines of snow shovels, figured from new list discount of 12½ per cent., are as follows:—Arctic japanned, $4 per doz.; Prince L.H. socket, $7.88 per doz.; King D.H., $10.50 per doz.; Moose D.H. and heavy, $13.12 per doz.

Sidewalk Scrapers

Sidewalk scrapers are quoted at $3.50 per doz., and dog at $5.25 per doz.

Oil Heaters Up 10 Per Cent.

London.

OIL HEATERS.—Perfection oil heaters have advanced about 10 per cent. New prices are as follows:—No. 525, $5.50 each; No. 530, $6.25 each. These prices less 25 per cent.

Screen Wire Cloth

Screen wire cloth for spring booking is quoted at following prices:—Painted black, in 100-ft. rolls, $3 per 100 sq. ft.; bronze cloth at 14c per sq. ft.

Lanterns, Globes And Chimneys Steady

London.

LANTERNS.—Cold blast in long and short pattern lanterns are quoted at $12 per doz. this week.

Globes

Lantern globes, in long and short pattern, are as follows:—One doz. to case, $1 per doz.; 3 doz. to case, 90c per doz.; 6 doz. to case, 85c per doz.

Lamp Chimneys

Prices on lamp chimneys are as follows:—No. 0 (6 doz. to case), $6 per case; No. A (8 doz.), $8 per case; No. B (6 doz.), $6.75 per case.

New Prices On Doors And Windows

London.

DOORS AND WINDOWS. — New booking prices have been made on doors and windows. The following prices are for crates of ½ doz. each. When crated in ¼ doz. the price is 60c per doz. higher. Booking prices are as follows:

No. 1 plain, grained only, $15.15 doz.; No. 2, with brackets (grained only), $18.70 doz.; No. 21, mission style, grained, filled and varnished, $22.60; No. 3, with brackets, grained, filled and varnished, $24.70; No. 8, panel, grained, filled and varnished, $26.65; No. 9, panel with oval top, grained, filled and varnished, $31.60.

Windows

New booking prices on windows are as follows:

No. 1, $2.95 doz.; No. 12, $3; No. 12½, $3.40; No. 13, $3.30; No. 14, $3.55; No. 14½, $3.75; No. 15, $4.05; No. 16, $5.60; No. 2, $3.90; No. 3, $4.25; No. 4, $4.55; No. 5, $5; No. 6, $5.40; No. 7, $5.80; No. 8, $6.25; No. 9, $6.85; No. 10, $8.40.

Advance On Hand Sleighs

London.

HAND SLEIGHS.—Higher prices are recorded this week on hand sleighs, bringing new quotations to 35 per cent. off list on the Canadian Buffalo make.

Flatware

Rogers' (1847) flatware is getting a good sale now at 45 per cent. off list prices.

Castle Builders

A good sale for Castle Builders exists now for Christmas trade. Following prices are quoted:—No. 0, $4 per doz.; No. A, $6; No. A A, $8 per doz.; No. 1, $12; No. 2, $24; No. 3, $48 per doz.

Fair Sale For Axes And Saws

London.

AXES.—There is a fair sale for axes this week at unchanged prices as follows:—Hunters' axes (red), $8 per doz.; boys' axes (red), $9 per doz.; handled axes (eagle), $13.50 per doz.; handled axes (Cherokee), $15 per doz.; axe heads—Keystone, $11 per doz.; Cherokee, $12.50; hand-made, $13; Welland Vale special, $12.25 per doz.

Bucksaws

A good sale exists for bucksaws at following prices:—Happy Medium, $8.70 per doz.; Prince Rupert, $11.70 per doz. Extra blades for these are quoted as follows:—Happy Medium, $4.85 per doz.; Prince Rupert, $7.10 per doz.

Good Sale For Food Choppers

London.

FOOD CHOPPERS.—There is a good sale for food choppers evident this week at following prices:—Universal—No. 0, $1.15 each; No. 1, $1.40; No. 2, $1.65; No. 3, $2.05 each.

Skates

Starr skates are unchanged at 30 per cent. off list.

Spades and Shovels

Spades and shovels are quoted this week at 30 per cent. off for 1sts, 20/2½ per cent. off for 2nds, 5 per cent. off for 4ths.

HARVEST TOOLS are quoted at 25 per cent. off list.

Good Sale For Ash Sifters

London.

ASH SIFTERS.—A good sale is reported this week for ash sifters at following prices:—Common wood sides, $2.15 per doz.; Banner, $2.90 each; Rocker No. 1, at $5.25 each.

Stall Fixtures

Stamped stall fixtures are quoted at $1.25 per doz.

Cow Chains

Cow chains are quoted at 12½ per cent. off list prices.

Rope, Nails And Glass

London.

ROPE.—There is no change this week in rope prices as follows:—Pure Manila, 39c base; British Manila, 33c base; New Zealand hemp, 33c; sisal, 27½c base.

Nails

There is likewise no change in nail prices at $5.45 base for wire nails and $5.75 base for cut nails.

Glass

Prices are firm on glass at 50 per cent. off for single and double diamond, and 40 per cent. off for cut lights.

Linseed Oil Up; White Lead Firm

London.

LINSEED OIL.—An advance of 13c per gallon has been made in prices on linseed oil this week, bringing new quotations to the following:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.50	$1.53
3 to 5 bbls.	1.49	1.52
6 to 9 bbls.	1.47	1.50

White Lead in Oil

There has been no change in the price of white lead in oil as follows:

	Tons per 100 lbs.	Less per 100 lbs.
Pure lead	$16.20	$16.55
Pure Elephant brand	16.80	17.15

Turpentine Declines; Putty Unchanged

London.

TURPENTINE.—A decline of 2c has been made in the price of turpentine, bringing present quotations to the following:

	Per Imp. gal.
1 bbl. lots	75c
2 to 4 bbls.	75c
5-gal.	84c

Putty

There has been no change in putty, prices at the following quotations:—Standard putty, in 25, 50, and 100-lb. drums, $4.65 per 100 lbs.; pure putty, in 25, 50, and 100-lb. drums, $5.65 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Nov. 12.—Among the most noted changes during the week is the decided weakness in galvanized and black sheets, which is of interest to all hardware dealers. Among lines that are advanced appear binder whips, stove pipe thimbles, velocipedes, express wagons, and batteries.

The warm spell throughout the West during the past 10 days has had a quieting effect on the stove trade in general. On the other hand it has enabled many of the dealers to get in more stock as the early cold spell found many unprepared to fill orders completely.

Shoe Thread May Advance

Winnipeg.

SHOE THREAD.—Shoe thread, which has been advancing steadily for the past three years, is expected to go still higher as reports indicate that the supply is limited and transportation facilities are becoming more difficult. To-day's markets are quoted herewith: Standard brand, No. 8, $2.05 lb.; No. 10, $2.15 lb.; Harp brand, No. 8, $1.95 lb.; No. 10, $2.05 lb.

Stove Pipe Thimbles

Owing to increased cost of material and labor a further advance has been made on O.K. stove pipe thimbles, making to-day's quotations as follows: 6 in. floor, $6.80 doz.; 6 in. wall, $6.80 doz.; 7 in. floor, $7.90 doz.; 7 in. wall, $7.90 doz.

Firm Prices On Wrought Iron Pipe

Winnipeg.

WROUGHT IRON PIPE. — Wrought iron pipe prices continue firm with fair demand. The manufacturers are unable to supply many sizes and stocks in general are rather broken. Prices quoted to-day are as follows:

	Black Iron Pipe 100 ft.	Galvanized Iron Pipe 100 ft.
¼ in. ga.	$ 6 08	$ 8 42
⅜ in. ga.	6 16	8 50
½ in.	7 83	9 63
¾ in.	9 95	12 38
1 in.	14 67	18 27
1¼ in.	19 88	24 75
1½ in.	23 76	29 57
2 in.	32 04	39 78
2½ in.	51 30	63 59
3 in.	67 05	83 16
3½ in.	84 92	....
4 in.	100 62	....
5 in.	135 00	....
6 in.	174 60	....

Velocipedes And Wagons Up 20%

Winnipeg.

VELOCIPEDES AND EXPRESS WAGONS. — Manufacturers of express wagons and velocipedes have announced an advance of approximately 20% made necessary by ever increasing costs. New prices are herewith quoted on a few of the more familiar lines, which are being booked for 1918 delivery:

Express Wagons, "Victor," No. 8, $18.25 doz.; No. 10, $21 doz.; No. 11, $26.40 doz.; No. 12, $31.80 doz.; No. 13, $34.80 doz.; No. 14, $37.80 doz. Velocipedes, No. 11, $3.50 each; No. 12, $4 each; No. 13, $4.75 each. Velocipedes with rubber tires, No. 11 R, $5.40 each; No. 12 R, $6 each; No. 13 R, $6.50 each.

Battery Prices Have Advanced

Winnipeg.

BATTERIES.—Prices on North Star batteries which have remained firm for the past few months again show an increase in price, due to ever increasing price of the different ingredients used in their manufacture, coupled with the difficulty of transportation, which has caused some of the battery concerns to shut down their plants awaiting the arrival of supplies. To-day's prices are quoted herewith:—

No. 6 Ignitor, barrels of 125, $30.50 per 100; boxes of 50, $31.50 per 100; quantities of 25 to 50, $34 per 100; less than 25, $39 per 100.

No. 8 Ignitor, barrels of 50, $80.50 per 100; boxes of 25, $82 per 100; kuantities of 12 to 25, $85 per 100; less than 12, $95 per 100.

Firm Prices On Strap And Tee Hinges

Winnipeg.

STRAPS AND TEE HINGES.—The usual demand at this season continues on all lines of strap and tee hinges with prices remaining firm and all stocks well sorted. To-day's ruling prices are herewith quoted:

Light tee and strap hinges, 10% off list; corrugated strap hinges, 4 in., $1.70 doz.; 5 in., $2.10 doz.; 6 in., $2.85 doz.; 8 in., $4.60 doz.; 10 in., $7 doz.; 12 in., $10.75 doz.; corrugated tee hinges, 4 in., $1.90 doz.; 5 in., $2.55 doz.; 6 in., $3.25 doz.; 8 in., $5.65 doz.; 10 in., $8.75 doz.; 12 in., $12.40 doz.

Black Wire Cloth

Prices for black wire cloth, unlike many of the other hardware commodities, show no advance and orders are now being accepted for 1918 shipment; mills, however, will only be able to supply a limited quantity and when this is sold no doubt a revision in price will be necessary. To-day's prices are: 100 ft. rolls, $3 per 100 sq. ft.; 50 ft. rolls, $3.10 per 100 sq. ft.

Further Decline On Iron Sheets

Winnipeg.

IRON SHEETS.—Further falling off of the United States market on sheets has had a favorable effect on the Canadian market, causing the second decline in the past 30 days. Galvanized sheets show reductions varying from 70c to 80c per 100 lbs. As predicted in HARDWARE AND METAL a revision would be necessary on black sheets as the former reduction did not leave sufficient spread. This has occurred in conjunction with the galvanized sheets and varies from 25c to 75c per 100 lbs. Bookings are now being accepted by Winnipeg jobbers for 1918 shipment at the following prices:

Galvanized sheets 10¾, $11.80 per 100 lbs.; 28, $11.40; 26, $11.10; 24, $10.95; 22, $10.95; 20, $10.95; 18, $10.95; 16, $11.25.

Black sheets—28, $10.25 per 100 lbs.; 26, $10.15; 24 and 22, $10.10; 20 and 18, $10.05; 16 and 14, $11; 12 and 10, $11.

Bamboo Binder Whips Advance

Winnipeg.

BAMBOO BINDER WHIPS.—Bamboo binder whips which last year sold for $3 doz. have been advanced to $4.50 per doz., and even at the advanced price the manufacturers will only be able to supply about one-third of the last year's output. Owing to the limited number of boats and increased ocean tonnage between America and Japan, dealers will be well advised to order early as this commodity will no doubt be off the market as soon as the available supply is booked. However, the more expensive varieties manufactured here will be obtainable as stocks on hand are deemed adequate to meet all demands.

PUTTY.—Prices on putty continue firm in spite of advances in materials entering into its manufacture. The demand continues good as many consumers are repairing their buildings in preparation for the winter months. To-day's prices are as follows: 100 lb. irons, $5 per 100 lbs.; 25 lb. irons, $5.30 per 100 lbs.; 1½ lb. tins, 9c each.

Turpentine

The market on turpentine remains steady and is quoted to-day as follows: Barrels, 80c gal.; ½ barrels, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; plus the usual charge for containers.

Linseed Oil

No change is reported on linseed oil, which is still selling as previously quoted, viz.: Raw, bbls., $1.57 gal.; boiled in bbls., $1.60 gal.

PITTSBURG MARKETS

PITTSBURGH, PA., Nov. 12.—Monday evening, Nov. 5, basis prices were announced at Washington for sheets, tin plates, wire products, pipe, shafting and scrap.

The sheet prices announced were: Black sheets, 28 gauge, 5.00c; blue annealed sheets, 10 gauge, 4.25c; galvanized sheets, 28 gauge, 6.25c, all f.o.b. Pittsburgh. It is understood that the manufacturers will adhere to the same gauge differentials as formerly, but as these differentials would make 16 gauge blue annealed 4.45c and 16 gauge black 4.75c it is possible that the heavy gauges of black will sell at less than the permissible maximum. While these prices would have been considered quite unsatisfactory 30 days ago, on account of the break that has since occurred they are rather satisfactory, except that the differential between black and galvanized is considered too low. It barely covers the cost of coating, with spelter at 7.50c to 8.00c.

The tin plate price is $7.75, for 100-pound cokes, Pittsburgh. This price is eminently satisfactory to the tin plate mills, and it is evident that the Washington authorities were rather liberal, for various possible reasons, to stimulate production, to recognize the sacrifices the mills have made in the past season in diverting their product towards the food crops so fully when there was an attractive market outside, and to recognize the uncertainties in the pig tin supply.

The American Sheet & Tin Plate Co. will probably open its books in the near future for first half contracts, with regular customers who are manufacturing consumers. It is probable that no sales will be made to jobbers at this time. The independents may follow the example of the leading interest. At present they are selling for early deliveries, in some cases through January, and there is rather a heavy demand.

The only price on wire products announced is 3.25c. As this is the price to which the leading interest recently advanced the prospect is that the full schedule will be in accordance: Plain wire, 3.25c; galvanized wire, 3.95c; wire nails, $3.50; painted barb wire, 3.65c; galvanized barb wire, 4.35c.

The steel pipe price announced was 52, 5 and 2½ per cent. off list, on sizes ¾ to 3-inch. This means a 51 per cent. card, and the mills have accordingly issued lists dated November 6. Oil country goods, O. D. pipe and line pipe have been adjusted to this basis, and a boiler tube list is to be issued as soon as details can be figured out. The wrought iron pipe mills have issued lists dated November 6, but they conform precisely to their list of July 2, and it is a question whether this will suit Washington.

The shafting discount is 17 per cent., the market having previously been 10 to 5 per cent. off list.

Scrap prices announced are: Heavy melting steel, $30; cast borings, $20; wrought turnings, $20; No. 1 railroad wrought, $35, delivered at consuming point. On the whole these limits are somewhat above the open market prevailing and it is not likely the market will change materially.

Coke Prices Fixed

Recent reports that the Fuel Administration would reduce the price of coke are set at rest by the Fuel Administration last night that it had set prices of $6 on furnace and $7 on foundry coke, per 2,000 lbs. at ovens east of the Mississippi River, to cover coke made in ovens without recovery of by-products. This apparently excludes gas house coke, and possibly leaves room for a lower price to be set on by-products coke. Brokerage, if any, is to be paid by the seller, representing a different rule than obtains with coal, as a 15-cent brokerage is allowed on coal, to be charged the buyer.

Unfilled Tonnage Decreases

The Steel Corporation's unfilled tonnage at the end of October, announced to-day, was 9,009,675 tons, representing a decrease during October of 823,802 tons against decreases averaging about 500,000 tons a month in the preceding four months.

Production Increase

Production was somewhat heavier in October, pig iron being produced at the rate of 39,250,000 tons a year, against a rate of 38,500,000 tons in September. The average rate since January 1 is about 39,250,000 tons against actual production in 1916 of 39,434,797 tons.

Monthly production of steel ingots is reported for the first time. The October output was larger than the average of preceding months, being at the rate of about 43,600,000 tons a year, while the estimated production for the year is 42,600,000 tons, against 40,400,000 tons in 1916. Capacity is not fully employed in the case of either blast furnaces or steel mills, by reason of the shortage of coke.

Buy Victory Bonds

"Prompt Delivery Assured"

WEEKLY PAINT DEPARTMENT

PAINT--Developing Export Markets

Industry Has Been Very Prosperous, Despite the Lack of Building Activity — New Markets Being Opened in Australia and New Zealand — Marine Demand is Becoming a Very Promising Factor in the Situation.

LIKE every industry that is more or less dependent upon the erection of new buildings for a continuation of the volume of domestic orders, the paint industry in this respect has been in an even more unfavorable position during the year 1917 than in 1916, inasmuch as building operations have fallen below last year's mark. House painting, therefore, which always has produced the largest bulk in orders of any division, still calls for a far smaller quantity of the output than in normal times, although the present year has seen a revival of business for properties already standing. There is more truth than fiction in the adage, "Everything comes to him who waits." Painting cannot be put off indefinitely any more than repairs can postpone the purchase of a new pair of shoes beyond a limited period.

And yet, in so far as can be determined from an estimate of reports from various manufacturers, this year will rank as the best in the paint industry in Canada. The refurbishing of equipment by the railways, to cite only one instance, has been an even more fruitful source of business this year than last. Car building for months past has ranked as a substantial item in the demand for paint that has supplemented maintenance requirements.

But apart from these more or less normal requisites there have developed several promising factors that are likely to stand the paint industry in good stead for years to come, and will enable it to forge ahead in gross sales and net profits when domestic needs return to normal.

One of these consists of a tendency to make the Canadian industry more self-centered in so far as the manufacture of some chemicals are concerned, for which, before the war, dependence was had on Germany. The United States, however, still continues to be the main source and with the growth of home manufacture this year imports of raw materials have grown almost correspondingly.

Shipbuilding Creates Orders

A distinctly new line that is opening up with bright prospects for many years is what is called the "marine" end. This is the natural outcome of the recent development of shipbuilding, and the revival of the old industry of making wooden ships. During the year more than one paint manufacturer organized a "marine" branch, and the names of several Montreal paint firms adorn the directories of Vancouver, B.C., for the first time. Fifty new vessels that are building in British Columbia at a cost of $25,000,000 to the average mind connote the coming transportation of munitions and foodstuffs; to the paint man they hold out visions of paint orders aggregating many hundreds of thousands of dollars. The activity of the Imperial Munitions Board in developing ocean carriers in Canada has set the paint factories on the tiptoe of expectation, and big orders are just beginning to flow in. This is counted upon as furnishing a considerable output for paints in Canada for years to come, and recalls, in the case of at least one company, a source of business that flourished in the Maritime Provinces within the last half century.

Developing Export Markets.

While waiting for domestic business to resume, enterprise has been directed to seeking new markets, and with very promising results. Besides the United Kingdom there has been a fair export trade with the British West Indies, Newfoundland, Mexico, Cuba and South America.

To these have been added Australia, New Zealand and China, and, in so far as shipping facilities would permit, the two former have been good customers. A white lead factory is being located in Australia by one manufacturer, and future business, it would appear, should grow steadily after the war when the scarcity of bottoms is not as acute as at present.

How Exports Have Grown.

Figures from the official government returns will illustrate the growth of exports as a war development. Side by side with these may be placed the imports, and both sets of figures should be qualified by discounting the totals to cover heavy advances in values since shortly after the war began.

	Exports	Imports
1911	106,260	1,594,934
1912	115,657	1,760,126
1913	166,545	2,403,011
1914	175,723	2,167,440
1915	212,167	1,568,867
1916	371,086	2,056,085
1917	1,033,233	3,065,289

The exports for the year ending March 31, 1917, were almost three times what they were for 1915-16. The exports are now ten times what they were in 1911; the imports have less than doubled.

The following table shows the destination of a large portion of Canadian exports, half a million to the United Kingdom alone, but this includes South Africa and other countries. This amount is nearly eight times what it was two years ago. Newfoundland is proving a good customer.

	1915	1916	1917
United Kingdom	70,287	204,002	547,316
United States...	20,705	43,817	107,580
Newfoundland..	42,880	39,948	67,000
Other countries.	35,582	62,531	241,102
	*169,454	*349,298	*962,998

*There were small shipments in addition of "foreign produce," as distinct from these three amounts which were "Canadian produce."

Coming to the operations of individual concerns, it is understood the majority will be able to report not only increased gross earnings, but net profits as well. The two are not necessarily co-related, as would be the case in normal times. During the year 1915 and part of 1916 raw materials still remained on hand that had been purchased before the war, or before prices appreciated to any great extent. For this year much higher prices had to be asked by the manufacturers to cover higher costs, and for some months it was doubtful as to whether the margin of profit would be as large as before. It is generally conceded that net earnings have held up.—From *The Financial Post.*

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PURE PREPARED PAINTS

DON'T allow your paint business to lag throughout the fall and winter. People are inclining to these two periods more and more to do their painting. They have more time. Push a good thing along, encourage the practice among your customers and keep your paint lines well to the front—it will pay you well.

Your customers are keeping a diligent eye to the practice of **economy**, yet they want reliable products. **Economy** and **reliability** go hand-in-hand in JAMIESON'S PURE PREPARED PAINTS.

Are you selling the Jamieson line? They have a steady sale the year round. Get our proposition.

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"STEEL GRIP"
RUBBER SET
SHAVING BRUSHES

Here is a line of brushes with a Great Future

The "Steel-Grip" "Rubber Set" principle embodied in its construction gives it great strength—

"The Bristles Can't Come Out"

Think of the wonderful possibilities in selling a shaving brush at a moderate price which you can guarantee that the *bristles won't come out!*

BOECKH TRADE MARK EST'D 1856 TORONTO

THEN IT'S ABSOLUTELY SANITARY, TOO—all materials are carefully selected by experts and given a special antiseptic treatment. Made in many attractive designs with French Ivory, Mahogany, Ebony and Walnut finish handles. French Bristles, Flexo Bristles and Badger Hair of the very best quality are used in their make.

Handsome Counter Display Cases Loaned to the Trade.

The Boeckh Bros. Company, Ltd., Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 14.—Two advances within the past week have sent linseed oil up six cents per gallon, while some jobbers are quoting even higher prices. Even at this there is a firmness of tone and crushers say that the tendency is to higher levels owing to the difficulty of getting flaxseed. The movement of this is slow and only within the past few days seed advanced ten cents per bushel. It would not be at all surprising if the trend is upward still within the week. Orders are being filled by some dealers even at higher prices than the six cent advance calls for. There is no change in the price of putty, but a good volume of business is passing among dealers. Many orders for spring are being received for mixed paints, while the sorting business has been fairly good. White lead in oil is not of much interest and just a fair movement is reported. Turpentine is being sold at last week's prices. The fine weather obtaining in many parts has stimulated outdoor painting considerably.

Linseed Oil Up Six Cents And Tendency Is Higher

Montreal.

LINSEED OIL.—As pointed out last week in HARDWARRE AND METAL, the linseed oil market was very firm. Since then there have been two advances in price, due to a ten-cent increase in the price of flaxseed, there being one advance of two cents per gallon in oil and another on Tuesday of four cents, making six cents in all. The market is firm at the advanced price and some uneasiness is felt regarding the immediate future. This is to be accounted for largely through the lack of transportation, which may be more limited as the need for transport ships for American troops becomes greater. It will, therefore, be interesting to watch this market closely for the next few weeks. Orders are passing freely and in some instances wholesalers have made even a greater advance than 6 cents per gallon. We quote as follows:

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.38-$1.41	$1.40-$1.43
3 to 5 bbls.	1.37- 1.40	1.39- 1.42

Turpentine Prices Held Unchanged

Montreal.

TURPENTINE.—Due to the primary situation there is a weaker undertone. There is a fair movement with some jobbers, while with others the demand is quite light and few sorting orders are received. This is a season when turpentine is not in demand to any great extent. Quotations are being made as follows:

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.73-$0.75
1 barrel lots	- 0.75
Small quantities	- 0.83

Not Much Movement Of White Lead In Oil

Montreal.

WHITE LEAD IN OIL. — While the volume of business obtaining in white lead in oil is small, there is a tendency to firmness with prices maintained as given last week. There has been a tendency to firmness due to the trend of the pig lead market. Paint makers are using large quantities themselves just now, but there is a gradual tendency to the popular mixed paint and the annual output of white lead in oil is growing appreciably less through the country. With unchanged quotations we quote the following prices: Five ton lots, $15.50 per 100 lbs.; one ton lots, $16 per 100 lbs.; in lesser quantities, per 100 lbs., $16.35.

Mixed Paint Is Unchanged; Sorting And Booking Good

Montreal.

MIXED PAINTS. — The movement in mixed paint this week is reported to be very satisfactory for the season of the year. The number of sorting orders received is better with some makers than in previous seasons, while with all there seems to be a satisfactory demand. The spring business is looking up well and there seems to be little tendency upon the part of dealers throughout the country to refrain from placing business for spring. Selections are made with care and quantities are perhaps not so heavy in some cases as in former years. All through, however, there is a good movement, with prices firm and unchanged.

Putty Is Very Steady And Movement Is Good

Montreal.

PUTTY.—There is still a very active movement in putty, but no changes have occurred in price. The tendency is to a firming of price, however, owing to the situation in linseed oil. If linseed oil continues high, as dealers and crushers alike consider very likely, the market for putty will remain firm with higher levels probable. Jobbers here report a brisk movement, for the most part, and the stocks in hand are good. Quotations here are as follows: Bulk in casks, $3.60 per 100 lbs.; bulk, in 25, 50 or 100 lb. drums, $4.45; bladders in barrels, $3.75 per 100 lbs.

TORONTO

TORONTO, Nov. 15.—The features of the week have been the big advance in linseed oil and the lower price on turpentine. In some instances the advance on linseed oil amounted to 13c per gallon. Higher prices have been induced through a scarcity of spot seed and also to the fact that much of the crop is still in the fields in the Canadian West and snow has covered it in some districts. Turpentine was lower as the result of conditions in the primary market. White lead in oil held steady in price, there being a measure of firmness in the market as a result of the firmer tendency in pig lead. Booking orders for spring paint delivery are reported good, being fully up to last year at this time. Sorting business is somewhat quiet at present.

Linseed Oil Makes Big Move Upward

Toronto.

LINSEED OIL.—There was a spectacular movement in the price of linseed oil during the week when prices advanced from 6c to 13c per gallon in certain instances. Higher prices were induced through the condition in the flaxseed market. On the November option prices advanced from $3.09 on Thursday of last week to $3.32 on Tuesday of the present week, a gain of 23c per bushel. On Wednesday, however, there was a big slump in the price of flaxseed and quotations were 14c per bushel lower than on the previous day. Under the influence of the advancing tendency in the seed during the week the low quotations of last week were moved up 6c per gallon while in some quarters an advance of 13c per gallon was registered, which moved the higher quotations up to $1.50 per gallon for raw linseed oil. As a result of the slump on Wednesday's market there was an easier tone prevailing and carload prices were reported to be quoted lower than the previous day's quotations. At the opening of the flaxseed market on Thursday there were indications of a slightly firmer tone than the close of the previous day. What is the disturbing influence in the grain market is not apparent on the surface. Reports from some quarters assert that the farmers in the West have been moving their grain in preference to flax and that snow has covered it in the fields in certain parts. But there has been a good movement of seed during Saturday of last week and the first three days of the present week,

Victory Bonds

Will Keep Our Factories Busy

In 1912-13 Canadian Manufacturers exported goods to the value of $ 44,000,000

In 1916-17 they exported goods to the value of $477,000,000

This represents Ten Dollars in 1916-17 to every One Dollar in 1912-13. Is it any wonder Business is Brisk?

But the British Government cannot go on buying in Canada unless Canada lends her the money. So the Canadian Government is asking everyone to

Buy Victory Bonds

Much of the money so secured will be loaned to Britain and every dollar will be spent in Canada for Canadian products.

If we want to keep business good every one of us must buy a Victory Bond, even if it is only for $50.

This space contributed by
BRANDRAM-HENDERSON, Limited
Manufacturers of White Lead, Paints and Varnishes

as no less than 117 cars passed inspection at Winnipeg during those days. This may acount for the slump in price on Wednesday of the present week.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.38-$1.50	$1.40½-$1.53
3 to 5 bbls.	1.38- 1.49	1.40½- 1.52
6 to 9 bbls.	1.37- 1.47	1.39½- 1.50

Turpentine Declined Two Cents Per Gallon

Toronto.

TURPENTINE.—The easier feeling noted in these columns last week as taking place in the primary market for turpentine continued during the week, where a further decline of 1¼c per gallon was recorded. This makes a full decline of approximately 4c per gallon within the past two weeks in the market at Savannah. As a result prices in the local market declined 2c per gallon from the higher range and quotations were narrowed to 74c and 75c on single barrel lots. The fact that there is no export trade is operating as a depressing factor in the market. There has been a rather light demand for turpentine as painting operations have not been extensive during the week.

	Imp. gal.
1 barrel	$0.74-$0.75
2 to 4 barrels	0.73- 0.74
5 gallon lots	0.81- 0.82

Reports On Booking Orders Continue Good

Toronto.

MIXED PAINTS.—Manufacturers report that booking business during the week has been very satisfactory. One large manufacturer stated that orders in this respect are fully equal to last year at the same period, while representatives of another manufacturer stated that orders are ahead of the same period last year. Manufacturers are protecting their customers against a decline in price in that they will give them the benefit if any decline should take place. At the present time there is no intimation that lower prices are likely to prevail. Sorting business has been somewhat light during the week.

White Lead In Oil Holds Unchanged

Toronto.

WHITE LEAD IN OIL.—There was a firmer undertone to the market for white lead in oil during the week as a result of the stronger tone to the pig lead market. Conditions in the latter market held in about the same position as last week but the feeling was one of strength. Demand for white lead in oil is very light under existing conditions. Quotations are made on the basis of $16.20 per hundred pounds in ton lots and $16.55 per hundred pounds in less than ton lots.

Movement Of Glass Is Reported Good

Toronto.

GLASS, PUTTY.—With an extra demand for glass by reason of fitting storm windows and doors wholesalers report there has been a good movement of glass during the week. Prices are holding at firm levels with quotations still made on the basis of 50 per cent. off list. There is a feeling among dealers that higher prices can be considered a possibility in the not distant future. Plate glass and fancy glass were also in steady market so far as quotations are concerned. Putty held unchanged at the readjustments noted last week. With the putting in of glass on fall repair work there has also been a fairly good demand for putty. Putty is quoted on the basis of $3.80 per hundred pounds for bulk in casks, $4.55 in 100-lb. drums and $4.65 in 25-lb. drums. Bladder putty in barrels is quoted at $4.90 per hundred pounds.

PAINT FOR IRONWORK PROTECTION

For the protection of ironwork paint is generally used, and provided that rusting has not commenced a paint composed of four parts of red lead, one part white lead ground in oil and at least five years old and sufficient raw linseed oil of good quality will be found very efficient if used when freshly made. No driers are needed, as the red lead is a very good oxidising agent, but the paint takes several days to dry and harden. For ironwork red oxide of iron also makes a good paint if no driers are used and the oil is good, but if driers are used the paint soon fails when exposed.

EXPANSION OF CANADIAN INDUSTRY

A general expansion in the manufacturing business of the Dominion is shown in statistics just issued in the postal census of the manufacturers of Canada for the year 1915. The number of establishments in operation was 21,306, representing an invested capital of $1,994,103,272, employing 52,683 persons on salaries and 462,200 persons on wages and producing goods to the value of $1,407,137,140 from raw materials valued at $802,135,862.

During the decade 1905-15 the number of establishments increased by approximately 34 per cent., capital 135 per cent., employees on salaries 44 per cent., employees on wages 29 per cent., salaries 96 per cent., wages 70 per cent., and the value of products 95 per cent.

The value of the products of factories in 1915 was $1,407,137,140, as compared with $718,352,603 in 1905, an increase of $688,537, while wages paid totalled $229,456,210, an increase of $95,080,285.

There were in Canada during the year covered by the statistics 65 establishments employing 500 hands, 25 employing over 1,000, nine employing over 2,000, five employing over 3,000, and three employing over 4,000. Of these three establishments two employed over 5,000 hands.

During the five-year period, 1910-1915, the capitalization of Canadian industrial enterprises increased by $746,520,663, or about 60 per cent.

CATALOGUES and BOOKLETS

NEW CATALOGUE OF "BEAVER" TOOLS

The Borden Company, Warren, Ohio, has just issued its 1918 catalogue of "Beaver" easy working die stocks and square-end pipe cutters.

This catalogue is very attractive in appearance, being printed in two colors, on high-grade paper. It illustrates the complete line of "Beaver" easy working die stocks and square-end pipe cutters.

Several new "Beaver" tools are shown for the first time in this catalogue, one of these being the new No. 3 "Beaver" junior ratchet die stock, which is built on the unit plan to thread pipe from ⅛ in. to 1 in. inclusive.

The Borden Company will send a copy to any of our readers on request.

STOCK LIST ISSUED

Under date of November 1 the Tallman Brass and Metal Co., of Hamilton, have issued a 24-page stock list, giving a list of products which they have ready for immediate shipment. In addition to their line of babbitt metals, such lines as brass and copper rod, tubing, sheets, etc., are listed. This stock list is punched so that it may be hung up.

ATTRACTIVE BLOTTER ISSUED

The Consumers Cordage Co. have issued a very useful blotter, three sheets of blotting paper being held to an attractive celluloid top by a blue enamelled clasp. The celluloid top, besides showing some of the firm's products has a lion in the background. The blotting paper can be renewed as wished. These blotters will be sent on request to the head office in Montreal.

A UNIQUE STEEL

Recent advances in British steel manufacture are indicated by the description of a certain steel which now forms part of the regular product in a Sheffield works. The two properties of toughness and hardness are combined in a hitherto almost unknown degree; the material is so hard that no cutting tool will act on it and so tough that a rod may be bent double while cold without fracture. Any shaping or finishing required must be done by grinding. It is made in castings, rolled bars and sheets, and forgings. It is mainly used for crusher jaws and rolls, dredger bucket lips, screening bars, gears, pins and bushes, and points and crossings of railways and tramways. It is also used now for light body armour, such as helmets and shields, and for car and machine gun armour plating. A great many more uses will be found for this material. Its strength is 55 tons tensile and elongation 40 per cent. in 4 in.

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

"And Berry Finishes are Best for the Kitchen too."

From kitchen to front door there is a dependable Berry product for every finishing need.

In these days of high labor costs this comprehensive value appeals strongly to the consumer, as it costs no more to produce a beautiful and permanent finish with these products than with the kind that wears out in a few months. The difference in the price per gallon is trifling.

Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are among the many "Berry" brands whose names are household words to all users of varnish.

The "Berry" label is the only selling argument needed.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

Liquid Granite
FLOOR VARNISH

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%;
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	14 30	16 00
Boys' Axes	9 00	10 00
Hunters' Axes	8 00	9 50
Bench—No. 2, doz.	10 75	11 25
No. 3, doz.	11 50	12 15
No. 4, doz.	12 50	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.75
Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb......12-13c

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 48
Rods, base ½ to 1 in. round	40-43
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.
See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets..... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1.45-1.50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Have You Bought a VICTORY BOND?

IF SO THE NEXT BEST THING
IS TO GET OUR PRICES ON
BABBITT—SOLDER—LEAD PIPE.

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Every Victory Bond you buy brings Peace so much nearer

Your money, if lent to your Government now, means a speeding up to Victory. It will permit of a continuance on the present scale of the great efforts being made towards the Peace we all desire.

Make your savings do their bit for your country. Buy as many Victory Bonds as you can—and buy quickly.

This space donated by
EMPIRE MANUFACTURING CO., London and Toronto

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $1.90 doz.; ½ in., $2.40 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1	2¾ inch	15c
1⅛ inch	$1	3 inch	10c
1¼ inch	65c	3¼ inch	10c
1½ inch	40c	3½ inch	10c
1¾ inch	40c	4 inch	5c
2 inch	30c	4½ inch	5c
2¼ inch	30c	5 inch	base.
2½ inch	15c	5½ inch	base.
		6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Ramsay's Paints

The Right Paint to Paint Right

Now is the time to get in line with the Ramsay man. He is always pointing upwards to the name that means greater sales and more profits for you.

Be a Ramsay agent and expand your business.

Write us for particulars

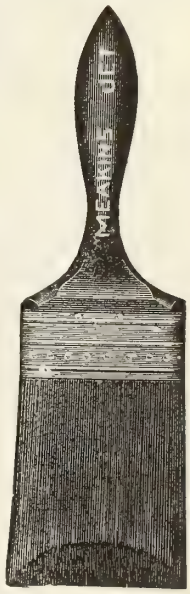
A. Ramsay & Son Company, Montreal

TORONTO Established 1842 VANCOUVER

Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.



Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—	1640	$ 0 72
	1848	0 77
	2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 51	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 50
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting (per 100 lbs.)	$12 $15

Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$10 25
U.S. 28	9 95
U.S. 26	9 65
22 and 24	9 50
8 and 20	9 35
14 and 16	9 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 15
16 gauge	12 05	9 25
18-20 gauge	12 20	9 40
22-24 gauge	12 40	9 55
26 gauge	12 60	9 70
28 gauge	12 90	10 00
10¾ ozs.	13 25	10 30

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.		.....	13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

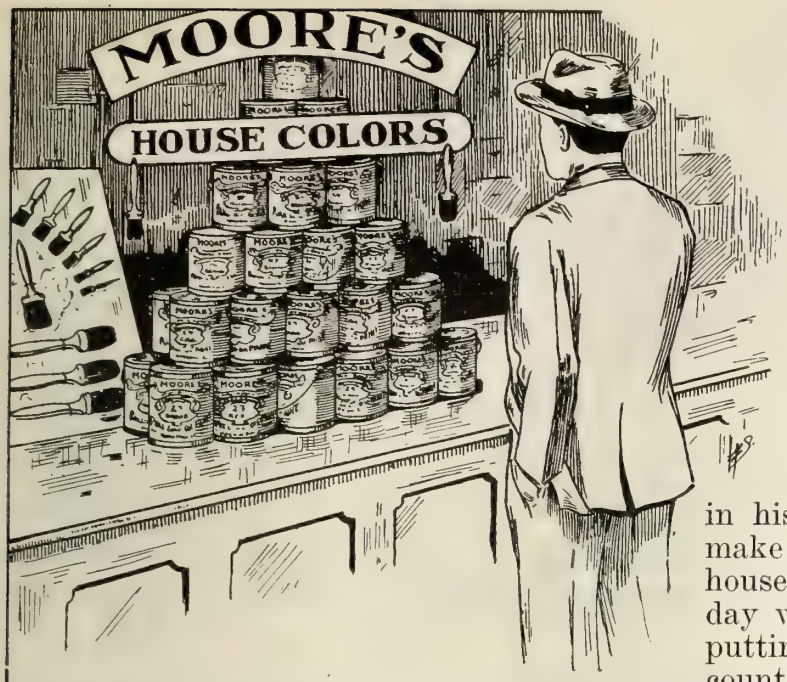
Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5 15
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.



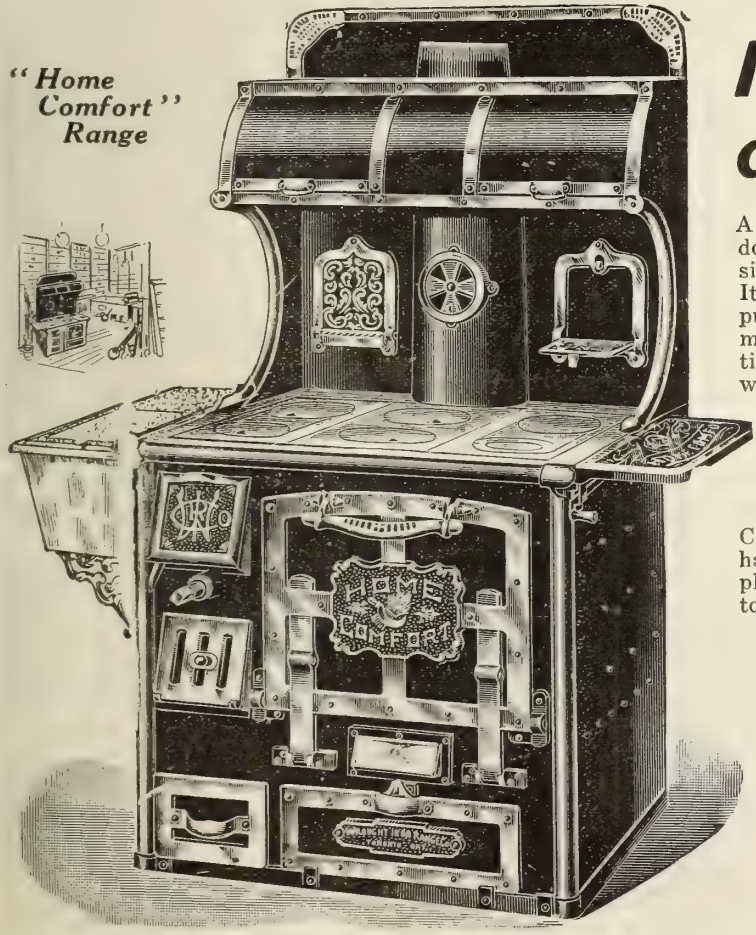
The Psychology of the Counter Display

A counter display of Moore's House Colors gets home its arguments at the most advantageous moment — when the prospective paint buyer actually has his hand in his money pocket, and is prepared to make a purchase. There are plenty of householders coming into your store each day who are intending to paint, but keep putting it off or forgetting. An attractive counter display is just the reminder needed to turn these prospects into buyers.

That suggestive arrangement on your counter is a memory-jogger that they can't ignore. You'll get many a sale of Moore's House Colors through a counter display. Try one to-day.

Benjamin Moore & Company, Limited, West Toronto

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, ONT.** Factory: 22 Orillia St.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels......	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black.......	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	17 80	.....	14.80
Coal Shovels, No. 3 Black.........	22.00	.....	14.50
Sand Shovels, No. 3, black.........	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black.........	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black.......	19.00	18.00	17.00

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim....... 30 00
Champion, Jap'd trim...... 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B.B. 36 00
Grand Rapids, Jap'd trim., B.B. 32 00
Parlor Queen, nic'd trim., B.B. 42 00
Princess, nic'd trim., B.B... 37 00
Standard, nic'd trim........ 32 00
Standard, Jap'd trim....... 29 00
Universal, nic'd trim, "Cyco" bear. 34 00
Universal, Jap'd trim., "Cyco" bear. 30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1 .... $2 05
Jump, No. 1 .... 2 65
Hawley & Norton, No. 1.... 3 15
Newhouse, No. 1 .... 4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. ....$
550 ft. ....
600 ft. ....
650 ft. ....

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56
4-ply wrapping, lb..........48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75

F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs...	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 66
No. 11 .... 6 72
No. 12 .... 6 80

Wire Bale Ties

No. 12 .... $6 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$5.50-$6.00
No. 9 pl. galv........... 4.70- 5.65
No. 12 pl. galv.......... 4.85- 5.95
No. 13 pl. galv.......... 4.50- 6.00
No. 9 coil sp........... 5.00- 5.85
No. 12 coil sp. 6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add .40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in............. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Dozen Net	
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

THE SHERWIN-WILLIAMS VARNISHES

Your customers will require varnishes that are durable and impervious to severe weather to brighten up their homes and give them a finish which meets all their requirements.

3 VARNISH LEADERS

MAR-NOT is a tough, durable floor Varnish; made to withstand the scuffing of heels, tramping of feet, and denting by furniture. It being a waterproof varnish, there need be no fear of leaking radiators discoloring or affecting a floor finished with S-W Mar-Not.

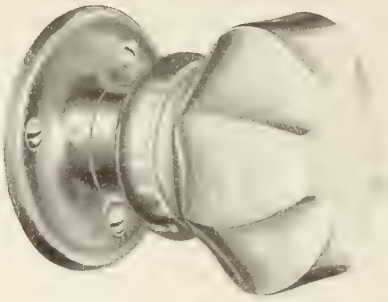
SCAR-NOT—The ideal varnish for all interior woodwork. A finish that "Stands Up" and maintains a beautiful polish. A splendid finish for tables where there is an excessive use of hot plates, etc.

REXPAR—The king of all outside Spar Varnishes. Made specially to battle with the elements—can be used wherever the surface is exposed to sun, rain or wind.

These are three varnishes which your customers will demand, so be prepared to meet the demand which we have created. If you are not already a Sherwin-Williams Agent, write us about our agency proposition.

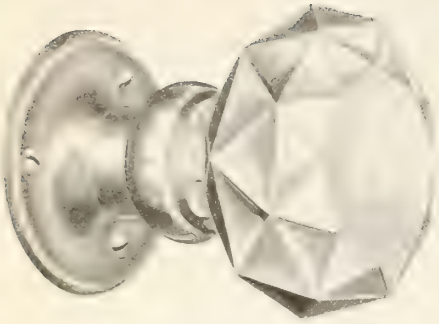
THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

HELP CANADA BY BUYING VICTORY BONDS

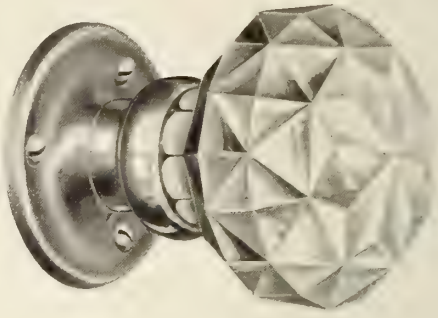


No. 641—Made in one size only, 2¼".

STOCKED IN POLISHED OR BRUSH BRASS



No. 648—Made in two sizes, 2¼" and 2½".



No. 643—Made in two sizes, 2¼" and 2½".

Glass Door Knobs

—three samples of a complete range which parallels in quality the famous line of "Rixson" Door Checks

The above illustrations represent three of a most complete range of Glass Door Knobs from the "To-Lo-Co." line.

We manufacture a complete line of Builders', Cabinet, Refrigerator and Structural Hardware, including "Rixson" door checks and floor checks to meet every requirement of the modern building.

Write for descriptive circulars, prices, etc.

TORONTO LOCK MFG. COMPANY

Factories—PATTERSON PLACE

Toronto, Canada

HELP CANADA BY BUYING GOODS MADE IN CANADA

Paint Pointers from The "Old Time Painter"

Write for our new Introductory Maple Leaf Paint and Varnish Proposition.

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

The paint for the man with his shirt-sleeves up

—with a Saturday afternoon on his hands and a little job of painting to do —he becomes a critical Paint buyer and user.

He watches that job and he keeps in mind the service that his Paint gives—because he does the painting himself.

When he uses

MAPLE LEAF Paints and Varnishes

—other Saturday afternoons and the other little jobs that turn up bring him back for more *MAPLE LEAF.*

DON'T OVERLOOK THE LITTLE THINGS—the little sales of pints and quarts mount up in your Paint Department if the service given satisfies the man or woman who does the odd jobs in odd times.

And some day they will lead to bigger sales. Little or big the sales of MAPLE LEAF lead to more sales little and big—it is the "more" sales trailing along surely after the first sale that makes MAPLE LEAF agents smile when they strike a balance in the Paint Department Ledger.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 15%; retail hardware 20% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto: $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	,
100-lb. casks	
300-lb. casks	1
600-lb. casks	.

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums		....
50-lb. drums		....
25-lb. drums		....
1-lb. 100s, papers	....	
½-lb. 200s, papers	..	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4 55
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 30	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, TN, 60c lb.; finest orange, 80c; bone dry white, 70c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.75-$2.00

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

There Is Nothing Equal To

LINGERWETT

For Removing Paint or Varnish

No matter how hard or tough the paint or varnish may be LINGERWETT will lift it easily and without hard labor and will do it without any injury to the surface of the wood.

Lingerwett stays wet, that's the secret. It softens paint, varnish or shellac and remains wet giving the operator plenty of time to remove it without hard scraping.

Put LINGERWETT on your shelves and recommend it to your customers—it will bring good business to you.

Manufactured only by

THE DOUGALL VARNISH CO., LIMITED

MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, [illegible]c lb.; 10-lb. jugs, $2.15 each; 24-[illegible] bottles, $4.35 doz.; 12-oz. bottles, [illegible] 25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1⅛ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 80	$11 80
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 spec.	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 95	10 95
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 00
12 gauge	11 00
14 gauge	11 00
16 gauge	11 00
18-20 gauge	10 05
22-24 gauge	10 10
26 gauge	10 15
28 gauge	10 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

M&W LIMITED

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

The Best Share for Every Plow

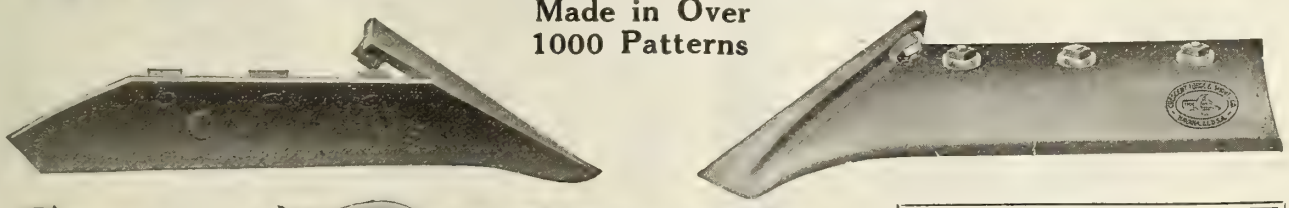
CRESCENT FORGE & SHOVEL CO. — TRUE FIT TRADE MARK — HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

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PLAIN OR GALVANIZED

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For the Indoor Painting Season

Keep your paint sales up. People are now living indoors, which means an increased demand for inside paints. Show your customers how they can make over their floors at less cost than buying carpets and also make the housework lighter by using Crown Diamond Floor Paint. This is but one of the quick selling Crown Diamond Paint Products. There are many others which will mean a rapid turnover of your paint stock as well as a generous profit to you. It will pay you to write now for full information of the complete line.

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Canada Steel Goods Co., Hamilton
Barn Door Hardware
Canada Steel Goods Co., Hamilton
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Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
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Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
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Spielmann Agencies, Montreal
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Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
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Climax Baler Co., Hamilton
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North Bros. Mfg. Co., Philadelphia, Pa.
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Russell, Jennings Mfg. Co., Chester, Conn.
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Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
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Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Bolts
C. Kloepfer, Ltd., Toronto.
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Wilkinson & Kompass, Hamilton
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Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
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Cans
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Plewes Ltd., Winnipeg
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Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
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Cement
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The Economy Ash Sifter fits this new need

The scarcity of fuel and its high price are rapidly adding to the ranks of those saving folk who have always sifted their ashes. These new "recruits" are men who never before considered the possibility of sifting their ashes. The idea of sifting ashes is repugnant to them, but necessity drives. The old-fashioned shaker sifter with all its dust and hard work will certainly not appeal to these men. They'll want the "Economy"—easy to operate, absolutely dustless, q u i c k, effective. They'll want a sifter that practically does all the work itself and raises no dust in doing it.

Fits
18" Barrel
or Can

You should sell every one of these new members of the "sifter army" an "Economy" Ash Sifter, and one of our 18-inch Ash Cans to complete the outfit.

Garbage and Ash Cans

A complete line of extra strong, reinforced galvanized steel, circular cans in popular sizes suitable for homes, schools, office buildings, hotels and institutions. These are built to withstand the hearty attentions of husky garbage collectors, and have given plenty of service wherever used.

Check up your stock to-day on these two seasonable lines and let us know what you need to put you through the season.

Large Stock. Prompt Shipment. Special Dealers Prices.

Geo. W. Reed & Company, Limited

37 St. Antoine Street - - - MONTREAL

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Chairs
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Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
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Walter Woods & Co., Hamilton
Cheese Factory Fittings
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Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
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Walter Woods & Co., Hamilton
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Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
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American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
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Plymouth Cordage Co., Welland,
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
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Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
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Coal Tar and Pitch
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A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Iron
Metallic Roofing Co., Toronto and Winnipeg
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Copper Sheets
Booth-Coulter Co., Toronto.
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
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Wilkinson & Kompass, Hamilton
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Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
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Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
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Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
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G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
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National Equipment Co., Toronto
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Canadian Winkley Co., Windsor
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield,
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
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Brandram-Henderson, Montreal.
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
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Canadian Fairbanks-Morse Co., Ltd., Montreal
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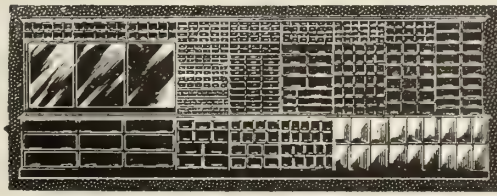

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Canadian H. M. Johns-Manville Co., Toronto
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Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

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Woodstock Wagon & Mfg. Co., Ltd., Woodstock

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Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

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McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electrical Copper Bus Bar
Booth-Coulter Co., Toronto.

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McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Electric Vacuum Cleaners
McDonald & Wilson, Toronto

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Plewes Ltd., Winnipeg

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Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

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Gutta Percha & Rubber, Ltd., Toronto

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Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

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Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

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Toronto Lock Co., Toronto.

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Explosives
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Jas. Cartland & Son, Ltd., Birmingham, Eng.

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Farm and Poultry Fence
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Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
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Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

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McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

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Fittings
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Toronto Lock Co., Toronto.

Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg

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Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Filters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

Fire Department Supplies
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Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Dept. Supplies
Booth-Coulter Co., Toronto.

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Toronto.

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

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Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Friction Stay
Toronto Lock Mfg. Co., Toronto

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Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont
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Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton

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Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

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Floor Oil
Prairie City Oil Co., Winnipeg

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Pease Foundry Co., Ltd., Toronto

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Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

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Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
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Hall Zryd Foundry Co., Ltd., Hespler, Ont.

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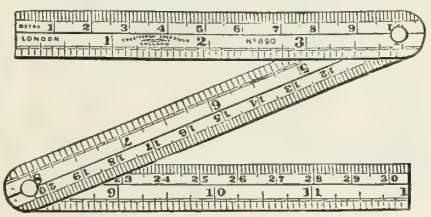
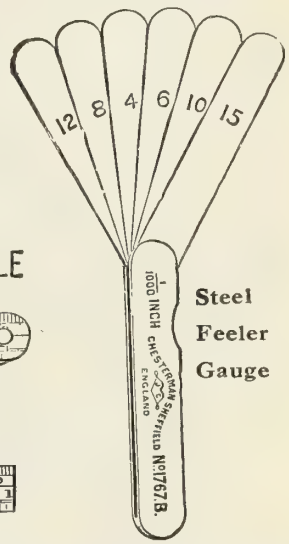


Steel Pocket Rule

Engineers' Small Tools



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Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto

Fuse Wire
Canada Metal Co., Ltd., Toronto

Galvanizing
Toronto Lock Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipes
Canada Metal Co., Ltd., Toronto

Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Geo. W. Reed, Montreal.

Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.

Galvanized Fencing Staples
Western Wire & Nail Co., London

Galvanized Fence Hooks
Western Wire & Nail Co., London

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal

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Pedlar People Limited, Oshawa

Galvanized Steel Sheets
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A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Galvanizing
Thos. Davidson Mfg. Co., Montreal

Garage Door Holder
Toronto Lock Mfg. Co., Toronto

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C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
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J. Samuels, Toronto
Soren Bros., Toronto

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Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Geo. W. Reed, Montreal.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville

Gas Range
Canada Stove & Foundry Co., Ltd., Montreal

Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto

Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.

Gasoline Lights
Powerlight Co., Winnipeg

Gauges
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Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Jas. Morrison Brass Mfg. Co., Toronto

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Cameron & Campbell, Toronto

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G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto

Generators
Northern Electric Co., Montreal

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto

Glass Ware
Powerlight Co., Winnipeg

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Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
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Northern Electric Co., Montreal

Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal

Gloves
American Pad & Textile Co., Chatham

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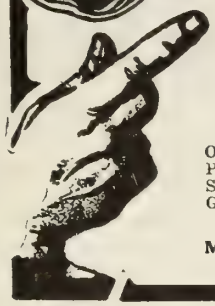

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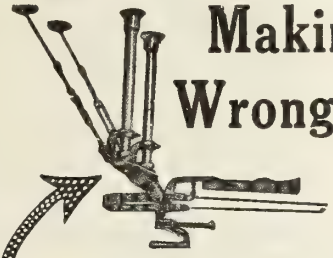

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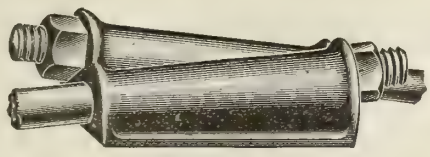

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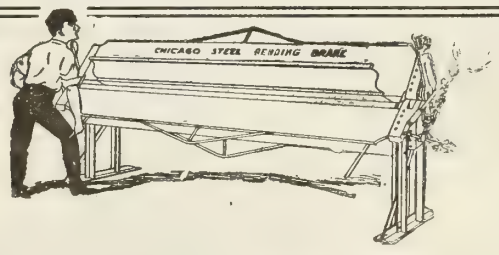

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil, Furniture
Prairie City Oil Co., Winnipeg

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

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Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

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D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
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Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
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Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
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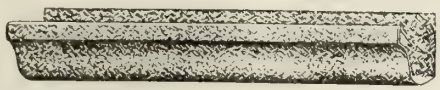

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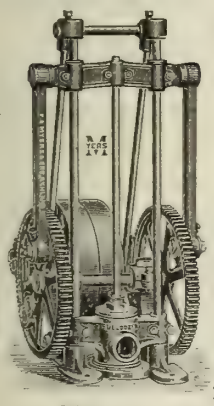

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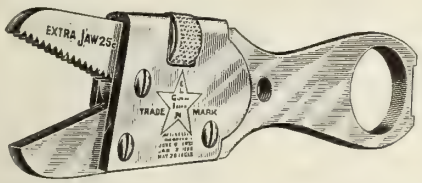

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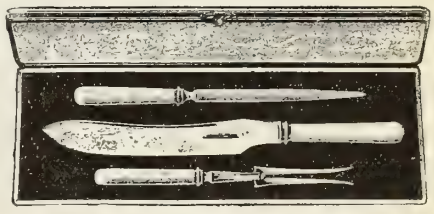

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Paint, Fireproof
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Paint, White Zinc
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Sherwin-Williams Co., Montreal
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Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
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Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
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Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

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Sherwin-Williams Co., Ltd., Montreal
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Northern Electric Co., Ltd., Montreal

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Canada Metal Co., Ltd., Toronto

Phospher Copper
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Steel Co. of Canada, Ltd., Hamilton

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Wells Bros. Co. of Canada, Ltd., Galt

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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

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Canada Metal Co., Toronto
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Thos. Davidson Mfg. Co., Ltd., Montreal
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Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

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Soren Bros., Toronto

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Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

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National Machinery & Supply Co., Hamilton

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Goodell-Pratt Co., Greenfield, Mass.

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Canadian Consolidated Rubber Co., Montreal

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Goodell-Pratt Co., Greenfield,
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

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Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

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Northern Machinery Supply Co., Hamilton

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Toronto Lock Co., Toronto.

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Bridgeport Hardware Co., Bridgeport, Conn.

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Metallic Roofing Co., Toronto and Winnipeg
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Bridgeport Hardware Co., Bridgeport, Conn.

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Dominion Cartridge Co., Ltd., Montreal

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Goodell-Pratt Co., Greenfield, Mass.

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Northern Electric Co., Montreal
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Metallic Roofing Co., Toronto and Winnipeg

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Toronto Lock Co., Toronto.

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Rideau Specialty Co., Smith's Falls. Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

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Dupont Powder Co., Wilmington, Del.

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Northern Electric Co., Montreal

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Toronto Pottery Co., Ltd., Toronto

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

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L. S. Starrett Co., Athol, Mass.

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Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

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Dominion Cartridge Co., Ltd., Montreal

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Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
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National Equipment Co., Toronto

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Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

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G. F. Stephens & Co., Winnipeg

Pump Valves
Jenkins Bros., Ltd., Montreal

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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R. C. Jamieson & Co., Ltd., Montreal.
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Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

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Gine Hazard Store Service Co., Toronto

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Canada Foundries & Forgings, Brockville

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Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

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James Hutton & Co, Montreal
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Wells Bros. Co. of Canada, Ltd., Galt

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Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
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Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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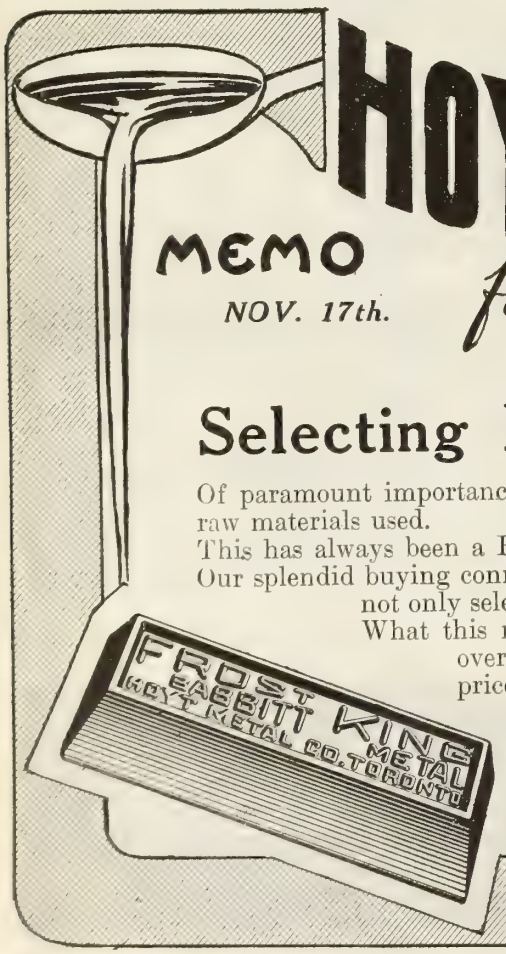

HOYT METALS

MEMO
NOV. 17th.

for your Babbitt Metal file

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Of paramount importance in the manufacture of metal alloys is the selection of the raw materials used.

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Our splendid buying connections gives us the world to select from and enables us to not only select the best, but to get the best possible price.

What this means to you as a user or seller of Hoyt metals cannot be over-estimated. It means, to say the least—right goods at right prices—alloys that stand the test.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

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Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Rixon Door Check
Toronto Lock Co., Toronto.

Rosin
Ontario Oil & Turpentine Co., Toronto

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg

Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Rubber
J. H. McComb, Ltd., Montreal
Geo. W. Reed, Montreal.

Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Felt
J. H. McComb, Ltd., Montreal
Geo. W. Reed, Montreal.

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Bird & Son, Hamilton, Ont.
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Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

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Roofers' Tools
Geo. W. Reed, Montreal.

Roof Cement
Geo. W. Reed, Montreal.

Rope
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.

Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.

Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto

Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Radiators
Pease Foundry Co., Ltd., Toronto

Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto

Rubber Footwear
Gutta Percha & Rubber, Ltd. Toronto

Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto

Rubber Mats
Canadian Consolidated Rubber Co., Montreal

Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio

Salamanders
Geo. W. Reed, Montreal.

Saddlery Brushes
T. S. Simms & Co., St. John, N.B.

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Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal

Sanitary Closets
Wakyte Mfg. Co., Winnipeg

Sash Operator
Metallic Roofing Co., Toronto and Winnipeg

Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers

Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.

Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto

Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Saws, Circular
Simonds Canada Saw Co., Montreal

Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co.. New Britain, Conn.

Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.

Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.

Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd.. Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Scrapers
Stanley Rule & Level Co., New Britain, Conn.

Screw Machine Products
Eclipse Mfg Co., Indianapolis Ind.

Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.

Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.

Screws, Apple Press
Canada Foundries & Forgings, Brockville

School Seats
Canada Foundries & Forgings, Brockville

Screen Door Sets
The Stanley Works, New Britain, Conn.

Screens
B. Greening Wire Co., Ltd, Hamilton

Screen Doors
Kasement Skrene Dore Co.

Seals (Lead)
Canada Metal Co., Ltd., Toronto

Shipping Room Hardware
Berney & Small, New York

Sewer Pipe
Toronto Pottery Co., Ltd., Toronto

Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.

Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal

Shot
Steel Co. of Canada, Ltd., Hamilton

Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Show Cases
Walker Ben & Store Fixture Co., Ltd., Kitchener, Ont.

Shovels, Snow
Beauchamp, J. E., Montreal

Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.

Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal

Shells, Shot
Dominion Cartridge Co., Ltd., Montreal

Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens, Winnipeg, Man.

Shingles, Asphalt
Bird & Son, East Walpole, Mass.

Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shelving
Walker Bin & Store Fixture Co. Ltd., Kichener, Ont.

Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal

Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Sheet Lead
Canada Metal Co., Ltd., Toronto

Shears, Garden
Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg

Sheets and Plates
American Rolling Mill Co., Middletown, Ohio

Shingle Stain
G. F. Stephens & Co., Winnipeg

Shingles, Metallic
Geo. W. Reed, Montreal.

Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa

Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto

Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Silverware
Oneida Community Co., Niagara Falls

Sinks
Canada Stove & Foundry Co., Ltd., Montreal

Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto

Sinks (Steel)
Canada Metal Co., Ltd., Toronto

Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Skis
Northland Ski Mfg. Co., St. Paul. Minn.

Skylights
Pedlar People, Ltd., Oshawa
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto

Sleighs
J. E. Beauchamp & Co., Montreal

Slate Roofs
Geo. W. Reed, Montreal.

Slate Blackboards
Geo. W. Reed, Montreal.

Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal

Smokeless Boilers
Pease Foundry Co., Ltd., Toronto

Smooth Planes
National Machinery & Supply Co., Hamilton

Snaffle Bits
G. W. Mallory, Blenheim

Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal

Silver Solder
Canada Metal Co., Ltd., Toronto

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL
TENAXAS
TIN-TOUGHENED
MASCOT
ATLAS
W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

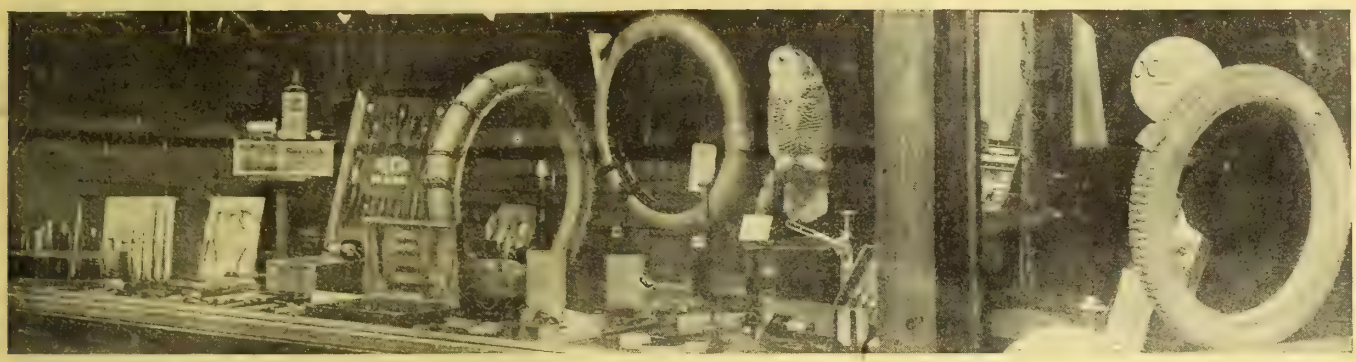
Office: 49 Common Street, Montreal
Works: Riverside Street, Montreal

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

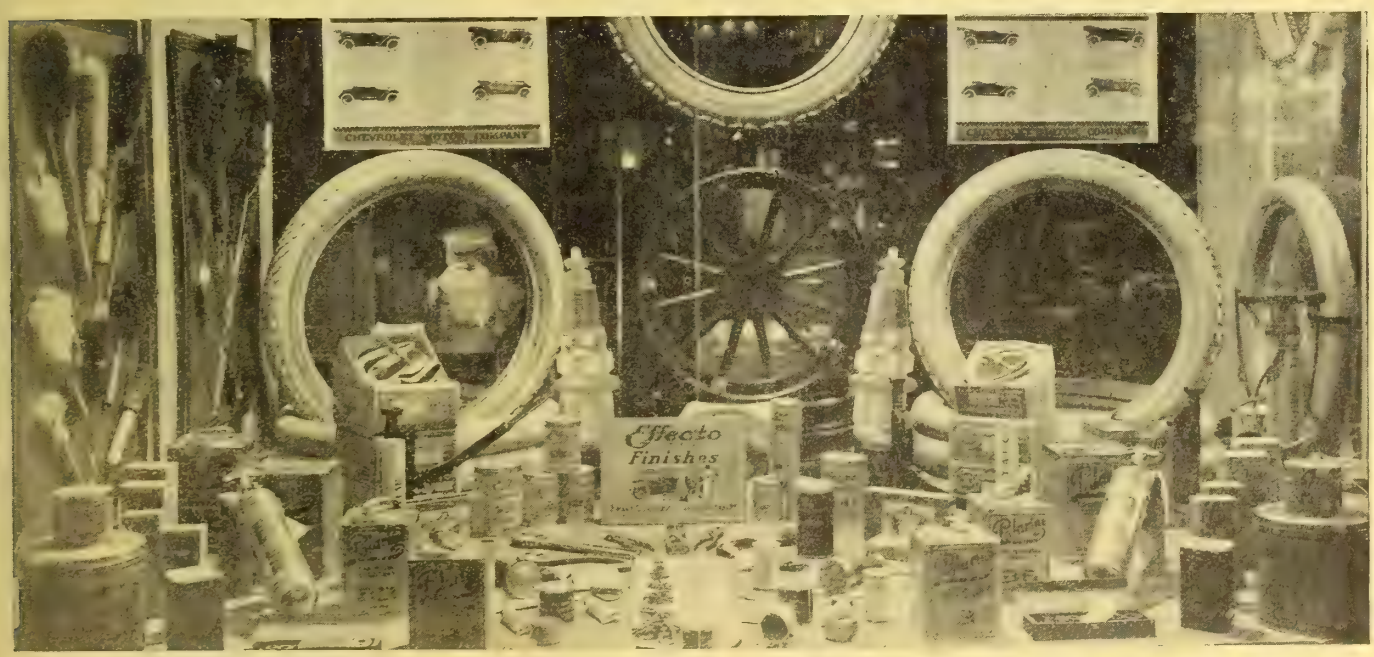
AUTO ACCESSORY AND SPORTING GOODS SECTION

These Pictures Show How Automobile Accessories are Displayed and Pushed by Canadian Retail Hardware Dealers:



Cowan's Hardware, London, Ont., is making an aggressive bid for Auto Accessory Trade. Above illustration shows a section of their window display.

Auto Accessories are prominently featured by the James Walker Hardware Company, Montreal. They catch the eye and get the trade.



Auto accessory window display by Ecclestone Hardware Company, Bracebridge, Ont., a town of 3,000.

The argument is: The Canadian Hardware Merchant will display and push your line if you solicit him to do so, using HARDWARE AND METAL to cultivate acquaintance, favor and faith.

Canada's Victory Loan

Will Keep The Workers Busy

When the war started many people predicted the ruin of Canada's industries.

But time has shown that the natural resources and basic industries of Canada are of immense importance in helping to keep Great Britain supplied with food, munitions and equipment.

Because of this, there has been a steady cash market for the farmers, as well as plenty of work at good wages for all the workers in other lines of industry.

But now the time has come when Great Britain can purchase her supplies on this side of the Atlantic only on credit. If Canada *does not* grant this credit, Britain will be obliged to place her orders where credit is available. If Canada *does* grant this credit our cash markets will be continued and the workers kept busy.

The Only Way to raise the money needed to establish this credit is by borrowing from all the people of Canada through the sale of Victory Bonds.

Every man and woman in Canada, therefore, is vitally interested in the success of Canada's Victory Loan, for upon its complete success depends the continuance of Canada's agricultural and business prosperity.

Everybody Benefits and Everybody should

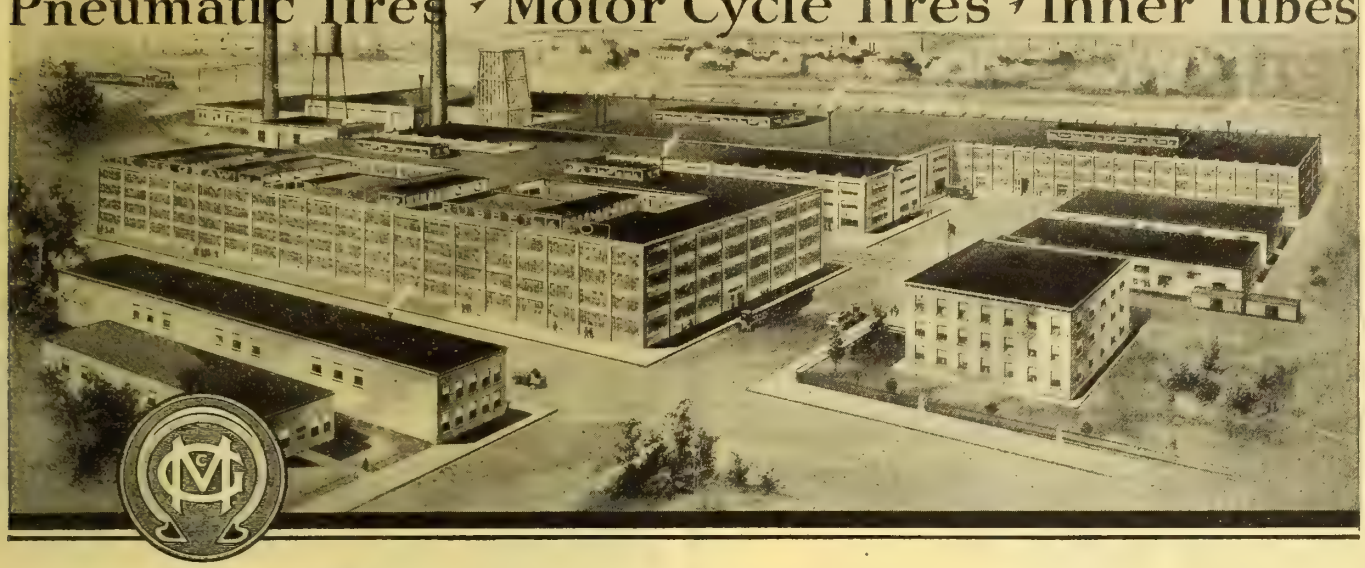
BUY VICTORY BONDS

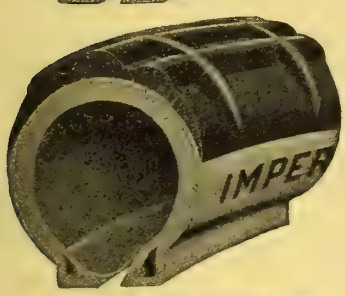
Donated by CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED

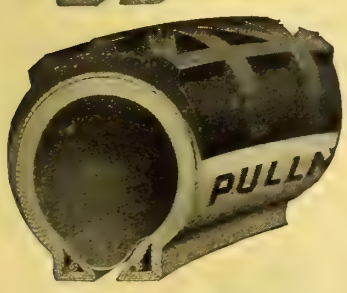
AUTO ACCESSORY AND SPORTING GOODS SECTION

McGRAW PRODUCTS

Pneumatic Tires · Motor Cycle Tires · Inner Tubes







Facilities

THE McGraw Plant has the size and modern equipment for most economical production. Our warehouses are located to afford immediate service to distributors. Years of experience have developed a broadly efficient field service.

McGraw Products—McGraw, Imperial, Pullman and Congress Tires and Tubes are backed by the resources of a nation-wide organization—and sold by several hundred reputable distributors throughout the country.

If you have not done so heretofore, you should investigate the McGraw proposition, which is offered to *wholesale distributors exclusively.*

The McGraw Tire & Rubber Co.

East Palestine, Ohio

Distributing Warehouses · · New York · · Atlanta · · St. Louis · · San Francisco

AUTO ACCESSORY AND SPORTING GOODS SECTION

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

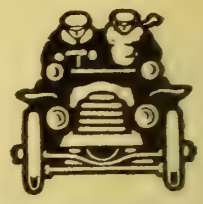
Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.



Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

TRADE MARBLE'S MARK

Specialties Are Fast Selling Xmas Gifts

Marble's Sportsman's Specialties solve the solution of appropriate Christmas gifts for men. Stock up these goods and play them up as ideal Christmas gifts—they are wonderful sellers during the holidays. SEND TO-DAY FOR CATALOG NO. 18, SHOWING FULL LINE OF MARBLE'S 60 SPECIALTIES.

Marbles Safety Axes

are splendid holiday sellers. Talk them up! Several styles at $1.00 to $3.00—all guaranteed. Axe shown is No. 2 Safety Axe—$2.50.

Two Gifts Every Sportsman and Soldier will appreciate

Sportsmen and soldiers everywhere carry Marble's Waterproof Matchbox and Handy Coat Compass. Military authorities commend them. Matchbox, 50c. Compass always accurate. Price $1.25 and $1.50.

Marbles Auxiliary Cartridges

Ideal gifts to gun owners. Cuts cost of target practice and small game shooting nine-tenths. Use pistol cartridges in rifle. Price 75c each.

Thousands of Marbles Hunting Knives Are Sold Every Xma .

Always a popular gift among outdoor fans. Several styles, from $1.25 to $4.00. Big business on these Knives if you go after it.

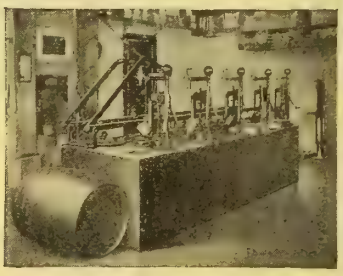
Other Marble Xmas Sellers

60 of them—see our catalog No. 18. Sights; Rifle and Shotgun Cleaners; Rifle Rods, etc., etc. Prices here are list—dealers get discounts. SEE YOUR JOBBER.

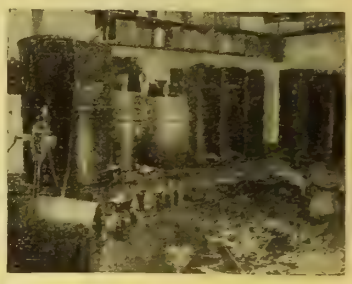
Marble Arms & Manufacturing Co.

Delta Ave. Gladstone, Mich.

Study the Pictures



Profit—Safety—Convenience
With the BOWSER.



Loss—Danger—Inconvenience
Without the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.

Incorporated
TORONTO, ONT.

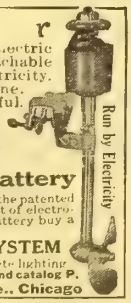
Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

Electric Row Boat Motor

Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.



Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-80 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

Agents wanted. Write for prices and catalog P.

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

DO YOU WANT A POSITION AS A HARDWARE CLERK? THEN TURN TO PAGE 107.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

AUTO ACCESSORY AND SPORTING GOODS SECTION

Ideas that sold the goods

No. 7 of a Series of Prize Stories by Men Behind the Counter

What has an egg tester to do with an Eveready DAYLO? Sounds like that familiar conundrum, "Why does a chicken, etc"? But Mr. W. E. Angle of the Angle Company, Piqua, Ohio, will tell you the answer. Read his story, which follows. Necessity is the mother of invention all right, and invention mothers many a good sale.

Last spring a man who had bought an incubator stated that it was not equipped with a satisfactory egg tester, and inasmuch as eggs are tested twice during incubation a good tester is a necessity. It immediately occurred to me that an Eveready would provide plenty of light for this purpose if the light could be concentrated. I called the man's attention to our Eveready line, and picking up a number 2632, I asked my prospect to step down into the basement where we had an incubator.

I hunted up a cardboard box slightly larger than the light, removed the lid and tacked the box on the top edge of the incubator. I then cut a round hole about an inch in diameter in the front end of the box and placed the light inside with the lens directly opposite the hole. After turning on the light I replaced the box lid, and taking an egg out of the incubator, we found that by holding it over the hole the germ cell showed plainly.

I then showed my prospect that he could have the free and uninterrupted use of both hands while testing the eggs, and that by using this kind of a tester there was absolutely no danger of getting oil on the eggs and thereby spoiling the hatch, as is frequently the case when oil testers are used.

Then to clinch the sale I showed my prospect—

How convenient the light is for observing the thermometer of the incubator.

That the case was all brass, heavy nickel-plated and would last indefinitely.

The advantage of the Eveready switch, over the push button, when a permanent contact is desired.

The long-lived Tungsten Battery with its eight to twelve hours of guaranteed service, and the sturdy little Eveready Mazda Lamp.

That the case is thoroughly insulated with no possibility of a short circuit from contact with other metal objects.

I had no trouble making the sale after presenting these facts. I then emphasized, as I always do, that we carry a complete stock of genuine Eveready Tungsten Batteries and Eveready Mazda Lamps for renewal and that Eveready DAYLO'S, when used in connection with the proper type of Eveready battery and lamp, give absolute satisfaction.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, Limited
TORONTO, ONTARIO

AUTO ACCESSORY AND SPORTING GOODS SECTION

Work with Us

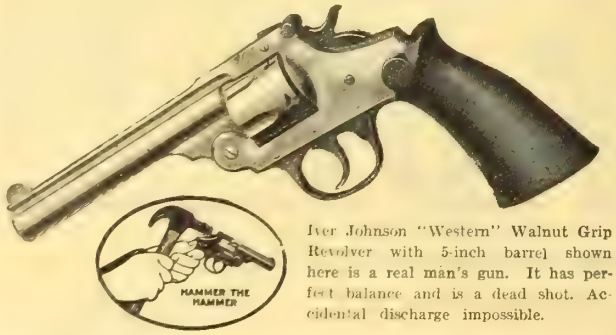
In every city, town and hamlet in America defence is the issue of the home. Naturally at this time men turn to the question of whether their own homes are properly protected. This means an enormously increased demand for *safe* revolvers,—for Iver Johnson revolvers.

IVER JOHNSON
Safety Automatic **REVOLVER**

We have started a big advertising campaign in the Saturday Evening Post and the other leading magazines with advertisements featuring home defence, reminding men of the duty of home protection and of the famous "friendly" Iver Johnson Revolver as the safe weapon for the home.

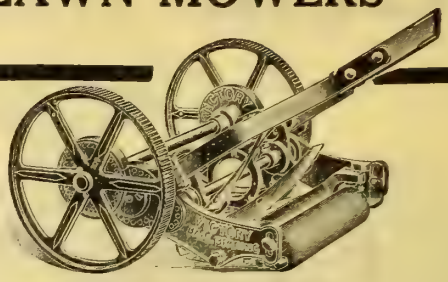
The hardware dealer in every town who links his store with our advertising will reap the profits of this demand for safe revolvers. Be that dealer. Order a complete stock now of Iver Johnson Hammer and Hammerless models with Regular, "Perfect" Rubber and "Western" Walnut Grips. Send for free booklet "A" on firearms.

Iver Johnson's Arms and Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers St., New York. 71 Market St., San Francisco



Iver Johnson "Western" Walnut Grip Revolver with 5-inch barrel shown here is a real man's gun. It has perfect balance and is a dead shot. Accidental discharge impossible.

TOWNSEND'S
LAWN MOWERS



BUILT LIKE A WATCH

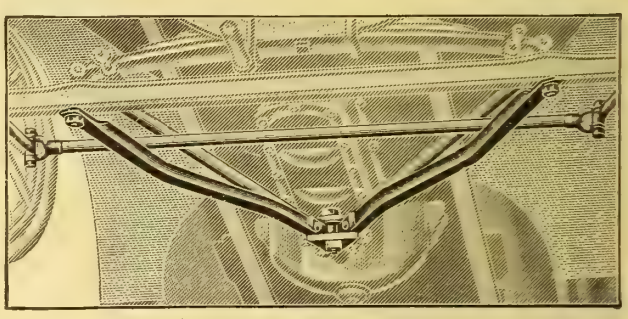
TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

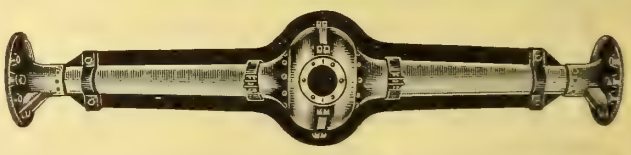
No Noise but the Swish of the Blades

All **Blades** are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.
Manufacturers of Auto Accessories
Moose Jaw Saskatchewan

AUTO ACCESSORY AND SPORTING GOODS SECTION

DUNLOP AUTO TIRES

With so many low-priced so-called anti-skids obtainable, would that great host of motorists pay more for

"Dunlop Traction Tread"

if they could get its merits elsewhere?

Also, would that other large list of car owners buy

"SPECIAL"

if tires which somewhat resemble it in appearance resembled it in efficiency?

Dunlop Auto Tubes

Every Dunlop Tube is seamless—therefore, perfectly air-tight. The method of making them is automatic—cannot go wrong. Elasticity stays with Dunlop—so do countless motorists.

Dunlop Tire Accessories

Like Dunlop Tires and Tubes, Dunlop Accessories are thoroughly dependable.

Besides being practical and readily adaptable, the range is wide to cover every need at prices no higher than what Auto owners have to pay for other kinds.

Ally yourself with the Dunlop Line

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICES AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycle and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

AUTO ACCESSORY AND SPORTING GOODS SECTION

For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

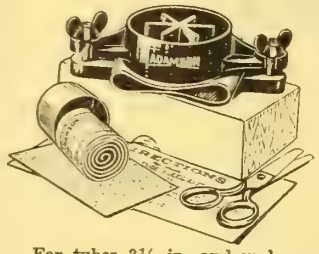
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.

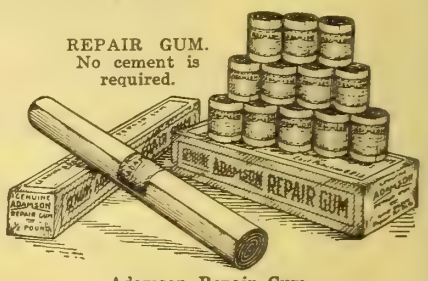


For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada

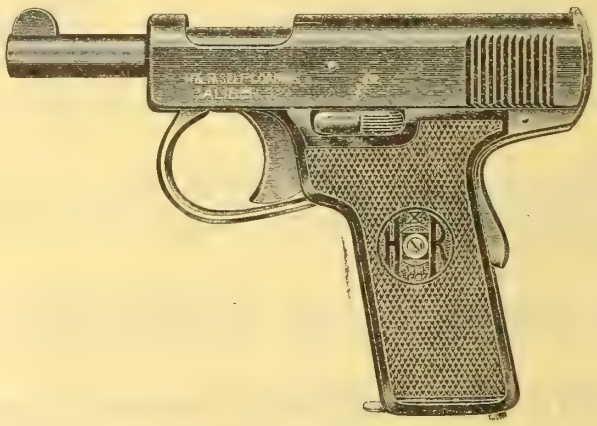


Adamson Repair Gum.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

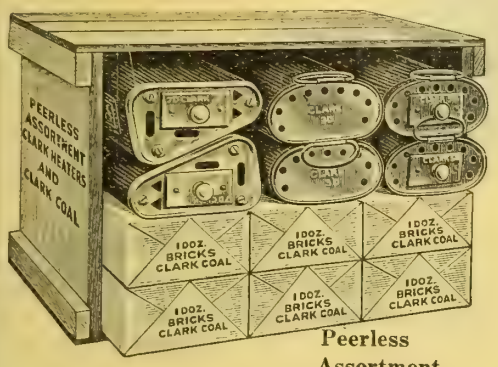
LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

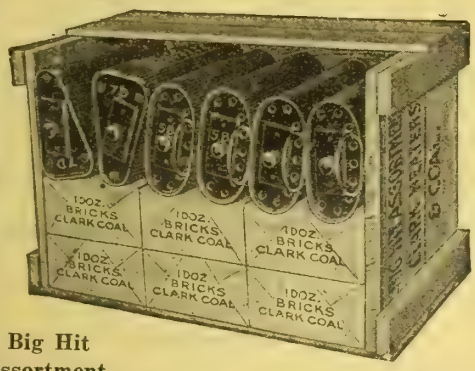
715 PARK AVENUE, WORCESTER, MASS., U.S.A.

AUTO ACCESSORY AND SPORTING GOODS SECTION

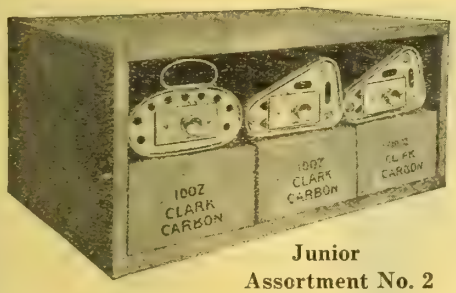
Clark HEATERS



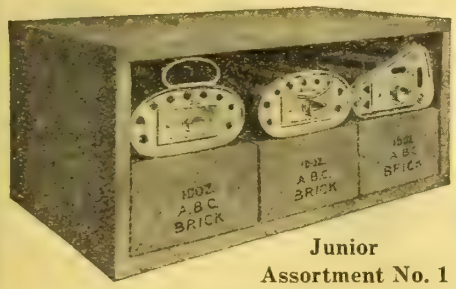
Peerless Assortment



Big Hit Assortment



Junior Assortment No. 2



Junior Assortment No. 1

The Heaters that the Majority of People Prefer to Buy

More *Clark Heaters* are made and sold each year than all other heaters combined. This is sound and sufficient reason why you should "bank" your heater sales on *Clark* products. It positively indicates *greater sales* and *bigger profits* for you.

Clark Heaters are handsome and durable. They fit snugly in at the feet in carriage, wagon, sleigh or automobile. They give a comfortable, easy rest for the feet and the heat chamber is constructed to radiate warmth upward and outward, just where it is needed. **No flame, odor or smoke. Neither is it dangerous or injurious to robes, clothing or anything else.**

Clark Carbon Bricks

A scientifically prepared carbon, densely compressed into bricks and yielding a much higher percentage of heat than any other heater fuel—it is undoubtedly the world's best. One brick in a **Clark Heater** will furnish a strong and steady heat 12 to 16 hours. Yields at least 25 per cent. more heat than any other brick of the same size on the market.

Clark Bricklets

This is a convenient and economical size which does away with the necessity of breaking a large brick when only a moderate heat is required from six to eight hours.

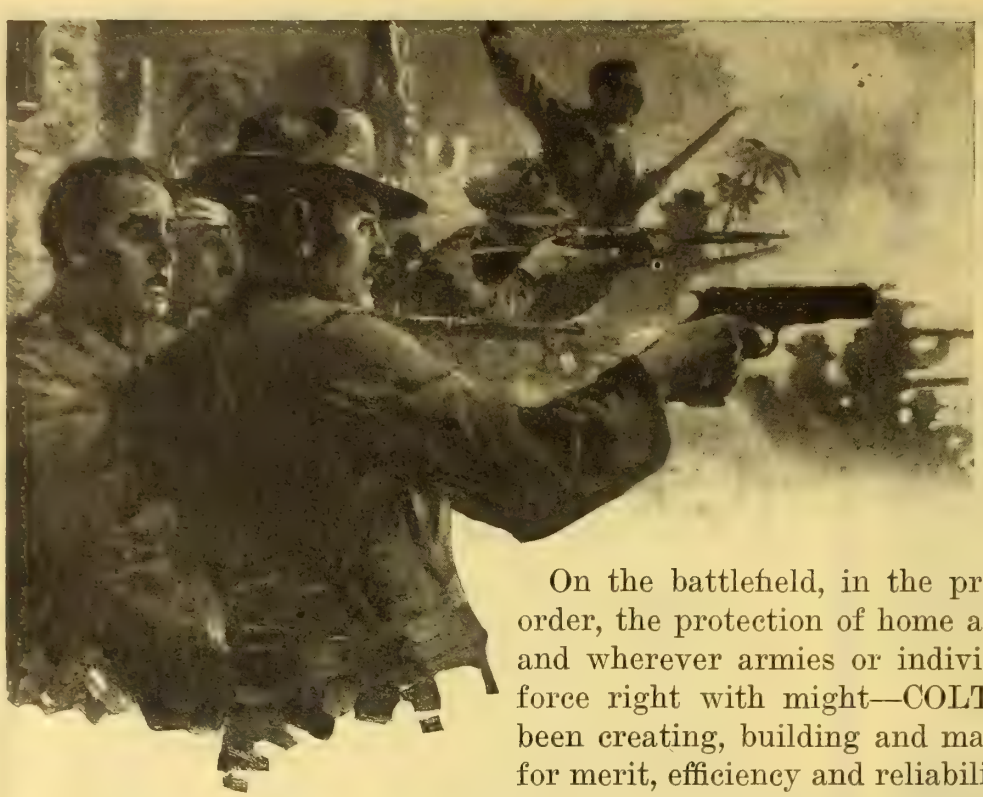
Order now and get in on the big sale that comes with the first of the winter weather. Send for New Clark Heater Assortment. Just right to start sales with. Includes attractive show cards, signs and printed matter with each assortment. See your jobber now.

Chicago Flexible Shaft Co.

La Salle and Ontario Streets, CHICAGO, U.S.A.

See Your Jobber

AUTO ACCESSORY AND SPORTING GOODS SECTION



COLT

Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

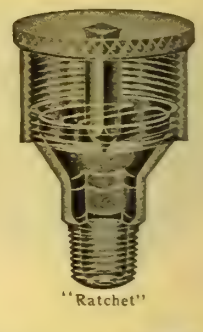
E. I. du Pont de Nemours & Co.

WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"


"Ratchet"

"D"

"N"

"M"

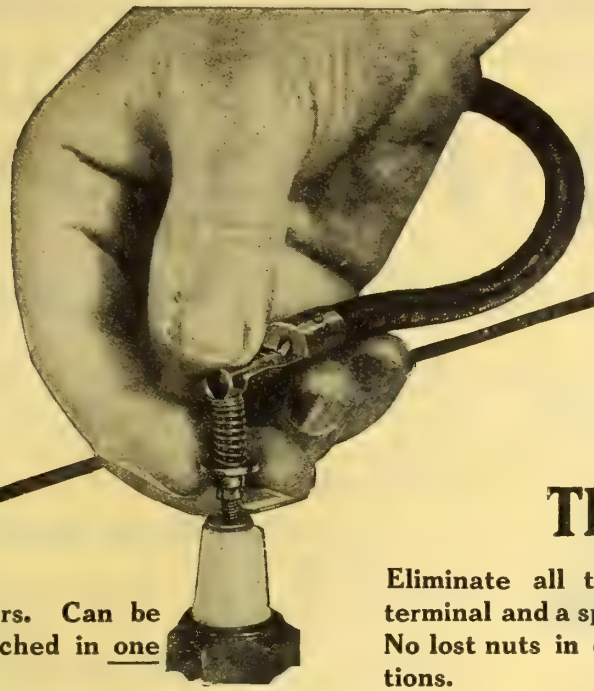
Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR, ONT.

AUTO ACCESSORY AND SPORTING GOODS SECTION

35c. each



No burned fingers. Can be attached or detached in one second.

The HANDY TERMINAL

Eliminate all terminal troubles. A Cable terminal and a spark plug terminal all in one. No lost nuts in drip pan. No loose connections.

Most ignition troubles can be traced directly to loose connections caused by vibration and jar. The Handy can't work loose—the greater the vibration the tighter the jaws of the Handy grip—the better the electrical contact.

The jaws of the Handy are threaded on the inside and engage the threads of the Spark Plug Center bolt. To detach the Handy, simply raise the ring and lift off the terminal. Lifting the ring compresses the spring and releases the jaws. One motion does it. To attach the Handy, lift ring—slip jaws over center bolt nut and release ring. Either operation takes but *one* second's time. No pliers or tools necessary.

There are no loose parts to the Handy—no nuts to burn your fingers or to fish out of the drip pan. The jaws of the Handy grip along the entire length of center bolt.

The method of fastening the magneto cable is unique and insures a permanent connection. First, the ferrule (adjustable to any size cable), is fitted to the cable and tightened with your pliers. Then the stripped wire is threaded through the copper clip which holds it tight when compressed by your pliers. This gives you a firm, non-soldered connection that will not work loose.

The Handy is the last word in convenience and efficiency. Because they can't work loose you get maximum ignition efficiency at the spark plug.

The Handy Terminal is made in three sizes to fit *every* make of spark plug. They are a necessity for pleasure cars, trucks, motorcycles, motor boats, airplanes, etc.

Handy Terminals are sold by reliable dealers everywhere. If your dealers can't supply you—sent prepaid on receipt of price. In writing please give your dealer's name and name of spark plug used. Price 25c each. Use the convenient coupon *now*.

JOBBERS DEALERS GARAGEMEN

Here is a proposition that sells on sight because it meets a **real need.** They take up but little room, and you sell 4, 6, 8 or 12 at a time. If your jobber can't supply you, send us his name.

THE FRANCIS-RAND COMPANY

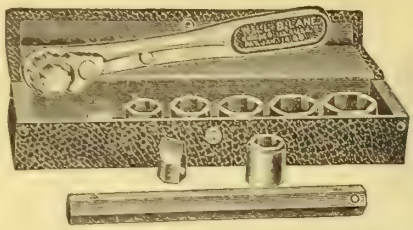
MANUFACTURERS OF

410 Erie Building

HANDY PRODUCTS

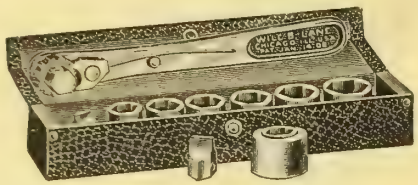
Cleveland, Ohio, U.S.A.

AUTO ACCESSORY AND SPORTING GOODS SECTION



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

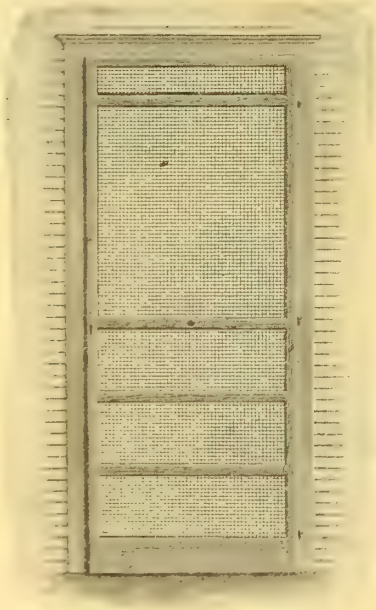
SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Montreal - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago, Ill.



Easy to put up and take down

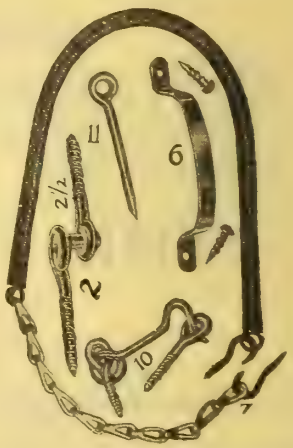
SIMPLICITY—FOR DEALER AND HOUSEHOLDER

Kasement Doors are made in one style only and three sizes, and fit all openings.

The hardware shown in cut below comes packed in individual cartons, all ready to hand out.

When you've sold a Kasement Door you know it will please—you know it will stand the wear, because they are made *right and absolutely guaranteed not to sag, warp or pull apart at the joints.*

Handsome Demonstrating Model given free with initial order. Our prices are right—a postal will bring complete information.



KASEMENT SKRENE DORE CO.

98 KINGSWOOD ROAD, TORONTO

Distributors: **Manitoba and Saskatchewan—Pease Western Foundry, Limited, Winnipeg.**
Agents: **Quebec—International Agency, La Patrie Bldg., Montreal.**

AUTO ACCESSORY AND SPORTING GOODS SECTION

Electric Heaters

For Automobile Engines and Radiators

COLD WEATHER MADE PROFITABLE.
AN IDEAL XMAS GIFT.

Will keep the radiator from freezing and the engine warm while car is in the garage. Furnished in black, complete with 8 ft. of cord and plug.

Price, $3.50

WRITE FOR DEALERS' DISCOUNTS.

Eveready Daylos

Make Ideal Christmas Gifts

NOW is the time to build up a substantial business on this line. Draw on our large and well assorted stock.

Place your orders with our nearest District Office.

Canadian General Electric Co., Limited

HEAD OFFICE: TORONTO

Branches: **Halifax Montreal Sydney Ottawa London Cobalt S. Porcupine Winnipeg Calgary Nelson Vancouver**

AUTO ACCESSORY AND SPORTING GOODS SECTION

CABLE ADDRESS "CARBON"
A. B. C. CODE USED

CANADIAN CARBON CO., LIMITED
DRY BATTERIES AND FLASHLIGHTS
96 WEST KING STREET
TORONTO

To the Dry Cells Distributors
of Canada

It is a pleasure to announce that this Company recently has been reorganized and a new staff of efficient executives are now directing the manufacturing and marketing of our established brands. New capital - plenty of it - is now at its command, and its facilities are being increased to such an extent that very shortly we will be able to take care of very much increased business.

Up-to-date machinery has been installed, skilled labor has been acquired, and it will be the endeavor of this Company to do business with you on courteous and up-to-the-minute business methods.

A new sales force of exceptional ability will call on you from time to time in the future, in the hope and expectation of doing business in a straightforward manner; a new office organization, bright and alert, aims to promptly answer your letters and give your orders the kind of attention you naturally expect from a well organized institution. In short, we are at your service, and it is SERVICE we expect to render, and we offer you a QUALITY of goods which you have not had heretofore.

We are at your command and believe we will hear from you at any time you need anything in our line.

Yours truly,

CANADIAN CARBON CO., LIMITED

W. W. Dowdell

WWD/R. Manager.

Wanted

SITUATIONS VACANT

WANTED — CLERK FOR SASKATCHEWAN country hardware store, with knowledge of tinsmithing. Apply Box 498, Hardware and Metal, Toronto, stating age, salary, experience.

WANTED — EXPERIENCED HARDWARE clerk for live business in large Saskatchewan town; must be a hustler; permanent position for right man. Apply Box 502, Hardware and Metal, Toronto, or Winnipeg preferred.

GOOD, STEADY POSITION OPEN IN RETAIL hardware for man with 3 or 4 years' experience. State salary. Box 503, Hardware and Metal.

GOOD RELIABLE RETAIL HARDWARE salesman and window trimmer wanted. Good town near Toronto. State salary and experience. Box 504, Hardware and Metal.

POSITION WANTED

TRAVELLER — ENERGETIC, SUCCESSFUL, excellent connection Western Ontario hardware, plumbing and machine trade, seeks kindred lines; highest references. Box 10, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN BEST town in Saskatchewan. Doing sixty thousand business with twenty thousand stock. About ten thousand will handle it; easy terms on balance. This is without a doubt the best buy in Canada to-day. Apply Box 500, Hardware and Metal.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

AUTO ACCESSORY AND SPORTING GOODS SECTION

Here is how it is lighted

A QUICK SELLER!

The Lamp that threw the Alcohol Torch into the discard.

The only Gasoline Lamp manufactured in Canada. This lamp will sell quickly because of its great convenience and economy.

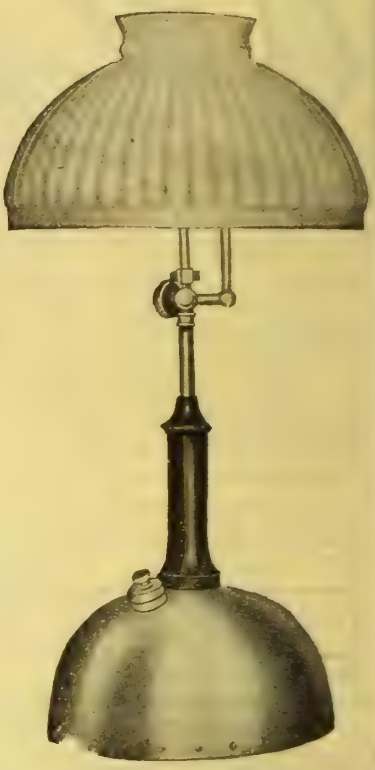
Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton, Lethbridge or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

NORTHLAND SKI

PRONOUNCED "SHEE"

FAMOUS FOR PERFECTION IN DESIGN, MATERIAL AND FINISH

Used in making World's Record Jump of 203 ft. by Mr. Henry Hall.

Ideal for Christmas Presents. Don't delay your order. Write for our new catalog to-day, telling all about Northland Skis, Toboggans and Snow Shoes.

Northland Ski Mfg. Co.

Midway, St. Paul, Minn.

WINTER BUSINESS—Cold Weather Made Profitable

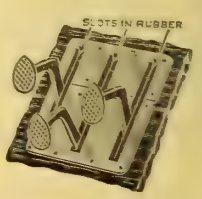
PRESTO

The Presto-Alweather Protector for Ford Cars insulates the floor and protects the driver from colds and sickness, by keeping the cold draughts from entering the car. Keeps the lever slots closed and does not interfere with the levers in any way. Anyone can install the Presto-Alweather Protector in twenty minutes.

Dealers everywhere find Presto products the foremost and fastest moving line of accessories manufactured.

Write immediately for complete catalog of Presto Heaters and over 100 real, live Blue Ribbon sellers.

Price in Canada $2.25



METAL SPECIALTIES MFG. CO., 338-353 N. Kedzie Ave., CHICAGO

EASTERN BRANCH—16-24 W. 61st St., NEW YORK CITY

WESTERN BRANCH—149 New Montgomery St., SAN FRANCISCO, CAL.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

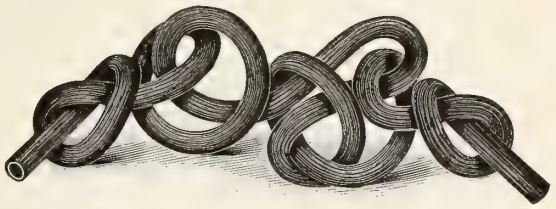
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

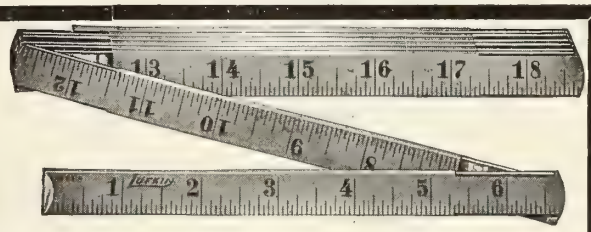
MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

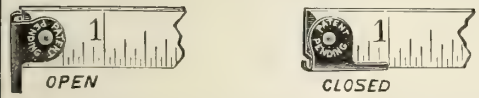
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA



The Best Rules



OPEN CLOSED

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

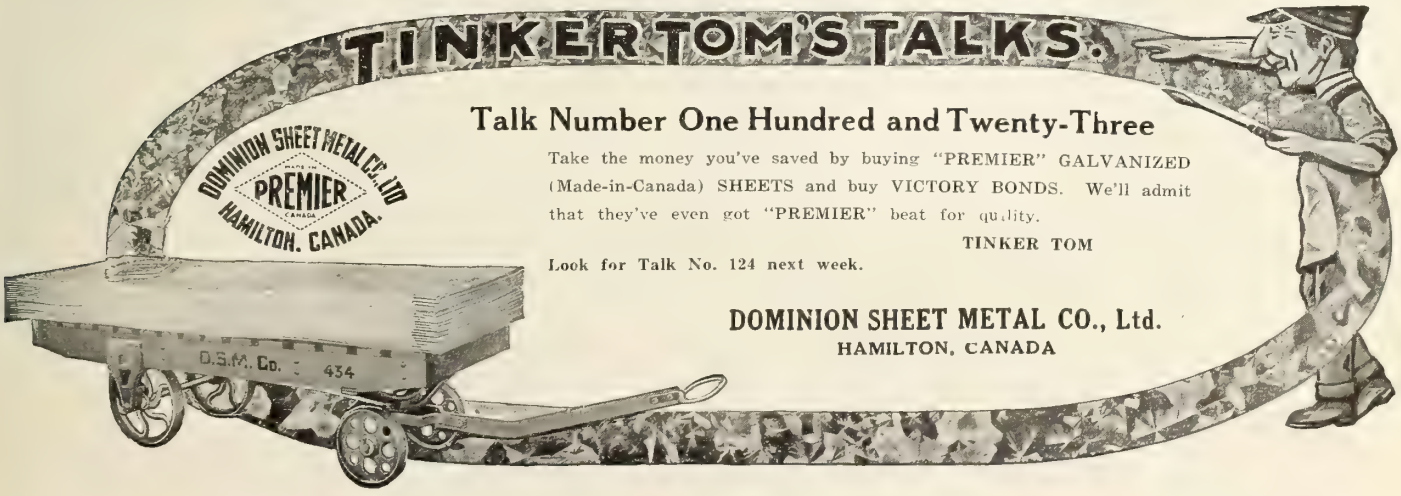
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Stocked by the Jobbers

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty-Three

Take the money you've saved by buying "PREMIER" GALVANIZED (Made-in-Canada) SHEETS and buy VICTORY BONDS. We'll admit that they've even got "PREMIER" beat for quality.

TINKER TOM

Look for Talk No. 124 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

Mossberg Tools

For Absolute Dependability

POSITIVE SALES HELPS
are offered to Dealers in the
ATTRACTIVE DISPLAY BOARDS
"Just the Wrenches that Sell—
Just the Way to Sell Them"

Socket Wrench Set No. 14

The "Completest" Socket Wrench Set, contains every essential for prompt and efficient repairs. Notice the five D.E. Wrenches, Alligator Wrench, and Pliers, Reverse Ratchet, "T" and Offset Handles and thirty-four Hexagon and Square Sockets, sizes 5-16" to 1 9-32".

No. 14 Set Complete, $16.00

"W" Display Board

This "W" Board displays 14 large Adjustable Wrenches and presents a dandy counter appearance. The Wrenches are all of Mossberg quality, guaranteed.

Price, $13.33

Socket Chest No. 300

A very attractive fixture in itself, the No. 300 Chest is a distinct addition to your store. It contains 300 Regular Mossberg Pressed Steel Sockets besides Spark Plug Sockets, Ratchet, "T" and Offset Handles, Universal Joints, Extension Tubes, etc.

"X" Display Board

Displays regular Double End and "S" Wrenches from ¼ in. to 1¼ in. Single End Wrenches, ¼ in. to 1 in., Adjustable Sleeve Wrenches, and Slip-Joint Pliers.

No. 660 Wheel Puller

Simple and efficient. Made from tool steel, they can be hammered without harm to the wheel or to the tool.

No. 49 Ford Set

The popular Reverse Ratchet Brace is featured in this set. It combines with twelve Mossberg Sockets, particularly selected for the Ford car, and makes the smoothest adjustments possible. Notice also the Adjustable Wrenches, etc.

No. 49 Set, $6.67

"R" Display Board

Twenty-seven Mossberg tools for Fords make an attractive appearance on this nicely finished display board. Each of these tools does a particular job "well."

"R" Board Complete, $13.33

The above prices are Canadian list.

Ask for Catalogue 193C.

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

WRENCHSMITHS FOR TWENTY YEARS

BUY A BOND AND SUPPORT THE VICTORY LOAN

HARDWARE AND METAL

Vol. XXIX PUBLISHED EVERY SATURDAY SINCE 1888 November 24
No. 47 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

MADE IN CANADA

SOLD ON MERIT

QUALITY CREATES CONFIDENCE

THE SUCCESS of your paint business depends largely upon the confidence you and your salesmen have in the goods you sell.

HIGH QUALITY gives the confidence needed for making successful sales and the HIGHEST QUALITY is absolutely guaranteed with every can of

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT

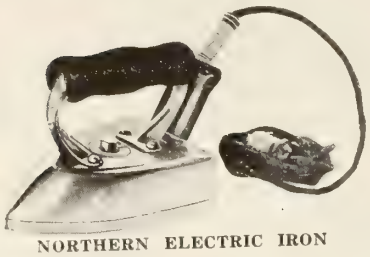
STOCKING THE FULL MARTIN-SENOUR LINE instead of a mixture of many means less money invested, quicker turnover and larger profits, also you get the added prestige for your store of our strong national advertising.

THE MARTIN-SENOUR LINE offers you a paint and varnish for every purpose, each one fully guaranteed to best serve the purpose for which it is intended.

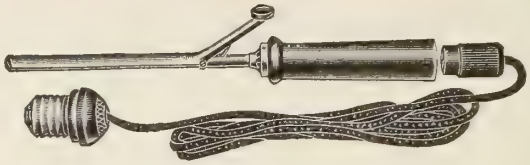
Concentration on One Line means Bigger Business. Now is the time to write for our dealer agency proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

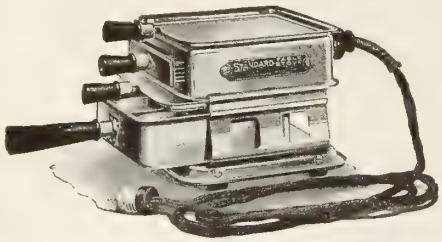
Christmas



NORTHERN ELECTRIC IRON



ELECTRIC CURLING IRON



STANDARD TABLE STOVE

COFFEE PERCOLATOR

The very nature of electrical heating devices makes them the most appropriate gifts at Christmas time. In this respect, hardware dealers handling electrical supplies have a marked advantage over other retailers in being able to offer gift suggestions of exceptional usefulness and practical value.

We have a complete line of the highest quality heating devices ready for the Christmas trade. Modern war-time conditions have made the practice of economy essential in the home. Your customers will, therefore, appreciate a few timely suggestions from you as to Christmas gifts, that are both attractive and useful.

Each of our District Houses carries a full stock of these Christmas Sellers, only a few of which are illustrated here. Send our nearest House your list of requirements before the Christmas rush begins.

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER

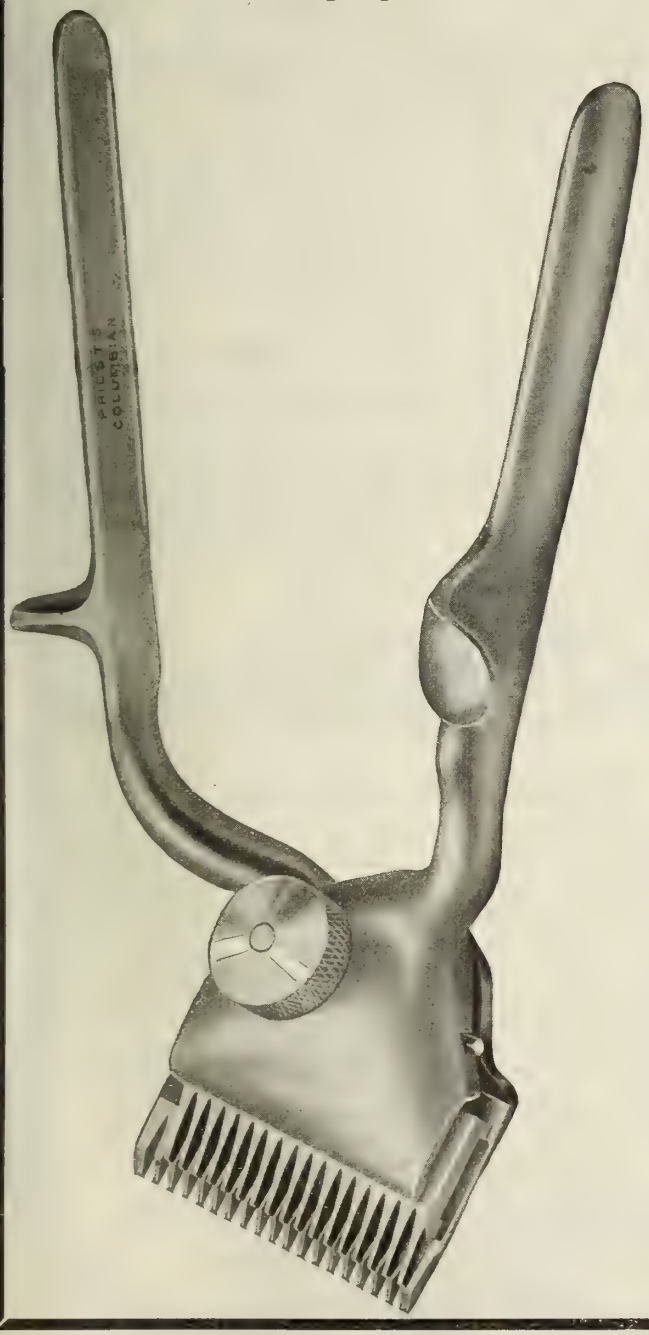
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

Toncan Metal News

PUBLISHED IN THE INTEREST OF BETTER SHEET METAL

33,000 POUNDS OF TONCAN METAL USED ON WORLD'S FINEST TELESCOPE NEAR VICTORIA, B.C.

All The Windows, Shutters and Doors—Also Dome and Walls, Inside and Outside—Covered With This Durable Material

The giant 72-inch reflecting telescope, the finest observation station in the world, located at the summit of little Saanich Mountain, near Victoria, B.C., is now in full operation.

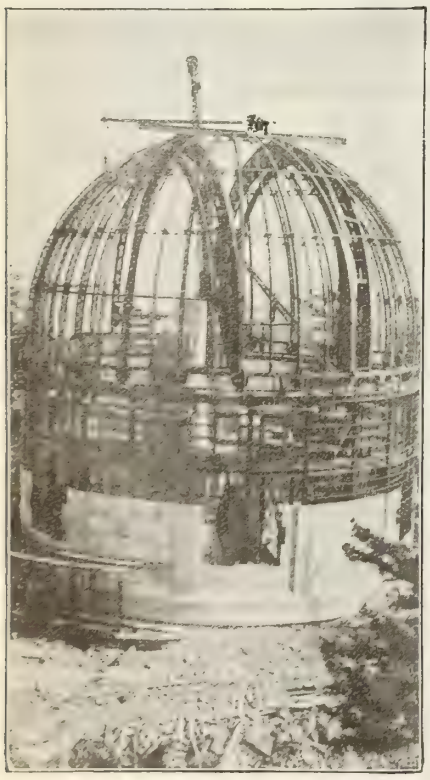
It ranks in size as the world's largest telescope, weighing fifty-five tons and resting on massive piers of reinforced concrete. The tube is thirty-one feet long and weighs twelve tons.

Of unusual interest from an engineering point of view is the great dome, covered with Galvanized Toncan Metal, which is sixty-five feet in diameter and weighs 120 tons. The dome revolves with ease. The 15-foot wide shutter opening can be adjusted to take in any portion of the heavens. Each shutter weighs five tons and runs lightly and noiselessly.

As a protection against deterioration, the windows, shutters and doors—also the dome and walls, inside and outside—were covered with rust and corrosion-resisting Galvanized Toncan Metal.

This telescope, which is to be used more for research work than for observations in connection with the relations between the sun and the stars, is expected to be of scientific, literary and educational value.

Dr. J. S. Plaskett, Chief Astronomer of the Dominion of Canada, well known to the scientific world, will have full charge of the observatory.



REDUCES BASIS OF INSURANCE RATES 70c.

Sheet Metal Roofing Favored By Insurance Company

The Mutual Fire Prevention Bureau, Oxford, Mich., allows a 70 cent reduction in the basis rate of insurance on buildings roofed with sheet metal, instead of ordinary shingle roofing, because with the sheet it is possible to come down over the eaves, under the cornice and connect with the metal siding, making both a fire resisting and lightning proof covering.

This Company states that, for this reason, every elevator and mill in the country, even if only built this year, could afford to tear off its shingle roof and replace it with sheet metal roofing and siding, thereby reducing the insurance rates enough to pay for the entire charge in one year, on the average sized building.

A roof will last much longer and be far more economical by using Toncan Metal Sheets, which are exceptionally durable and corrosion resisting.

Don't Say "Sheet Metal" Say "TONCAN METAL"

TONCAN METAL

Resists Corrosion

TONCAN Metal is as nearly 100% pure as it is possible to make commercial sheet metal from iron ore. Moreover it is homogeneous and made by slow, scientific processes; hence its extreme durability.

Years of service, under the most adverse conditions, have proven the durability and corrosion-resisting properties of Toncan Metal.

Roofing, Siding, Eaves Trough, Conductor Pipe, Window Frames, Ventilators, Lath, Tanks, Culverts, and many other products, are made from Toncan Metal Sheets.

Write for a Copy of "Corrision—The Cause—The Effect—The Remedy"

The Pedlar People, Limited, Oshawa, Ont.

Canadian Distributors

The Stark Rolling Mill Co., Canton, O., Mfrs.

If interested, tear out this page and keep with letters to be answered.

TRADE **SIMPLEX** MARK

ROOFING NAILS

ONE PIECE

TIME SAVERS

LARGE HEAD—
Will Not Tear Roofing.

SMALL STEM—
Will Not Tear Roof Boards.

ONE PIECE—
(Not Two Pieces)
All in One

Enlarged Cut

Head, 1 inch Diameter; 21 Gauge Thick. Nail, 1 inch Long, 15 Gauge Diameter.

LARGE HEAD

CURVED HEAD

Have a Heavy Steel Head one inch in Diameter, Cupped Shape so as to give a Head Bearing equal to its Full Diameter.

The Small Stem is one inch Long and Barbed to insure Greatest Holding Power.

Time Savers Roof Savers Money Savers

Simplex Nails have a head *four times* as large as the ordinary large head nail, and give a bearing on the roof all around its rim. The edge of the head does not bend up away from the roofing as do Tin Caps used with ordinary roofing nails.

Being in *One-Piece*, they are more quickly driven than where separate caps and nails are used.

They cannot leak as do roofing caps where the nail goes through. And being in One-Piece, they will not tear loose as do Tin Caps from the nail under wind strain.

The Heavy Convex Shaped Head will not rust out like tin Caps.

They are More Quickly Driven, Give Better Results, Last Much Longer, Keep Roofs in Better Condition than Tin Caps and Nails

TRY THIS NAIL—ORDER NOW

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

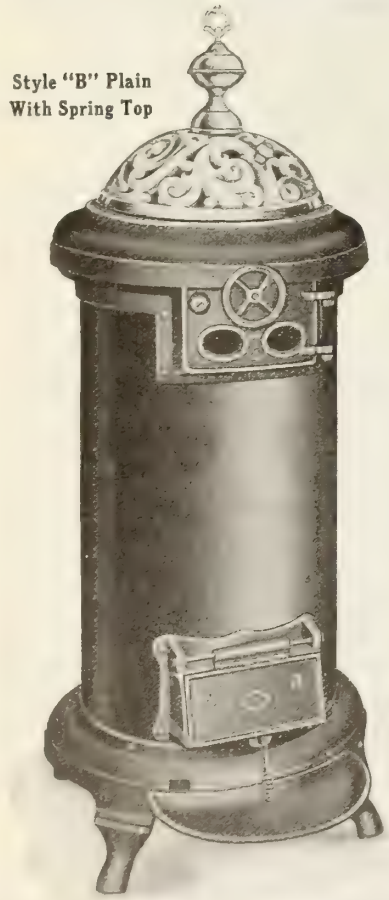
A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited
Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

Style "B" Plain With Spring Top



OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

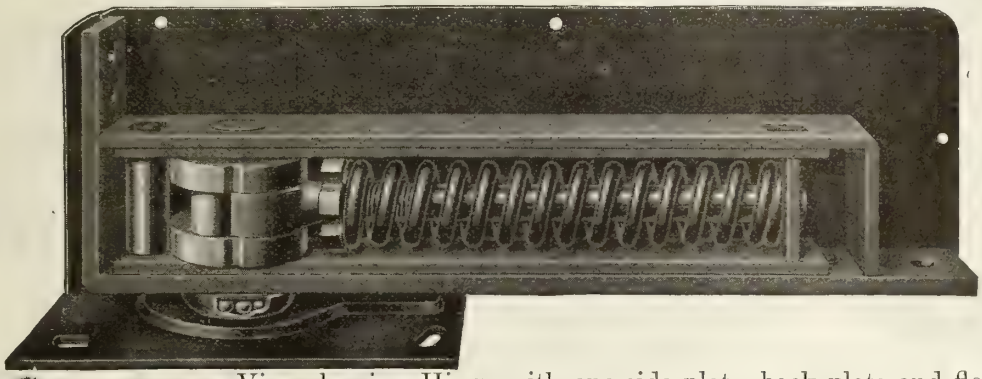
Something New!

Write for Prices, Details and Selling Particulars

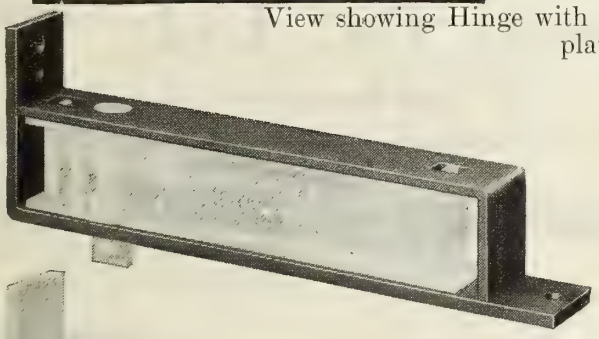
National Manufacturing Company

STERLING, ILLINOIS

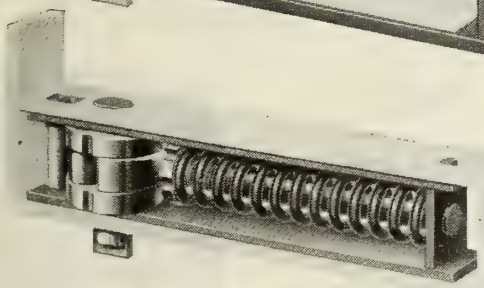
No. 240 Ball-Bearing Floor Hinge



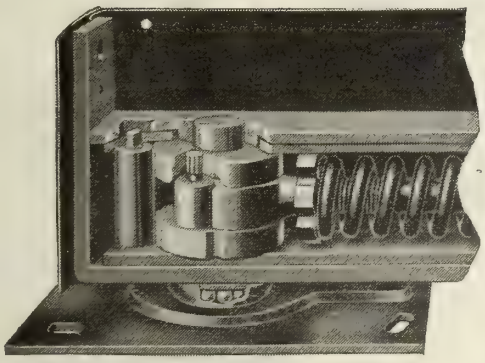
View showing Hinge with one side plate, back plate and floor plate attached.



Dark part carries the weight of the door independent of the spring closing feature.



Dark part shows the spring closing feature independent of the part which bears the weight of the door.



View with parts broken away to show roller bearings and the pin which stands the wear and tear.

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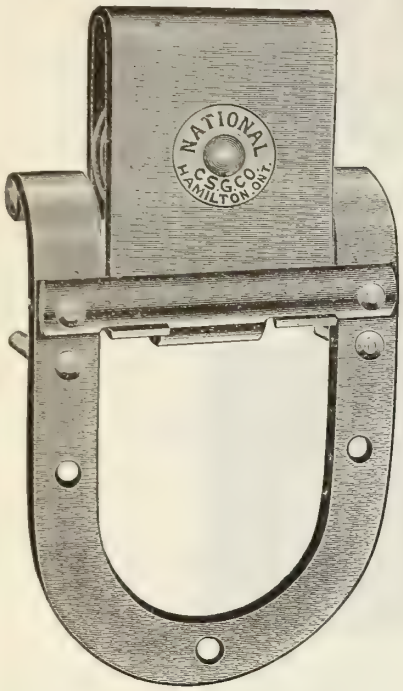
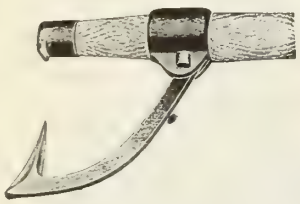
BUILT TO SELL EASILY
And Give Satisfaction

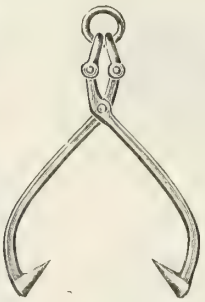


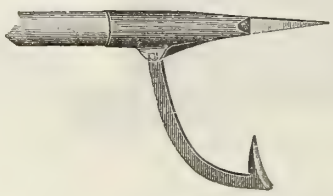
The "National" is a Flexible Anti-Friction Roller Bearing Hanger that has been tried under every imaginable condition and stood the test.

A Door Hanger made entirely of steel, and embodies so many distinct advantages that it is easy to sell, its quality ensures satisfaction and every sale shows a profit worth while. Let us supply you with everything you need to display and sell our profitable line of Hangers.

Canada Steel Goods Co., Ltd., HAMILTON ONTARIO







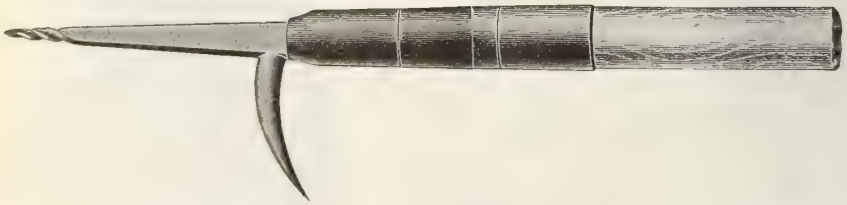
MAKE YOUR STOCK OF LUMBERMEN'S SUPPLIES COMPLETE BY CARRYING THESE TWO WELL-KNOWN AND POPULAR LINES.

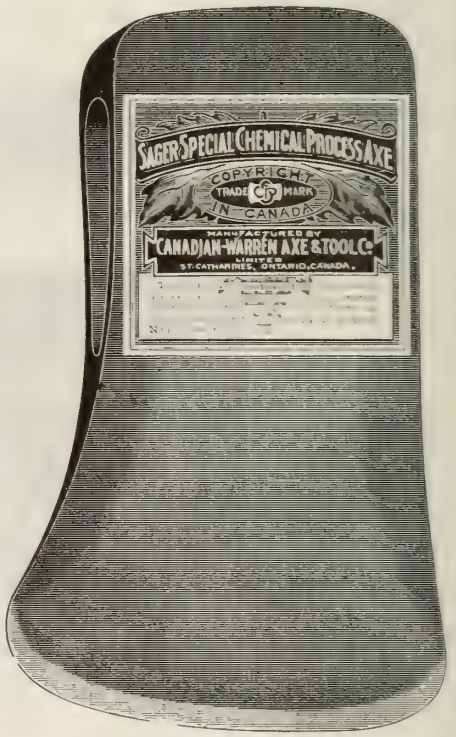
"SOO LINE"

LOGGING TOOLS HAVE ESTABLISHED AN ENVIABLE NAME FOR THEMSELVES AMONG LUMBERMEN WHO INSIST ON QUALITY FIRST. DON'T HAVE TO TELL THEM "THIS IS JUST AS GOOD."

"SAGER" AXES

ARE AT THEIR BEST WHEN SUBJECTED TO EXTREME CONDITIONS. THEIR POPULARITY IS DUE TO THEIR DEPENDABLE QUALITY AND EXCELLENT WORKMANSHIP.





Canadian Warren Axe and Tool Co.
Limited
ST. CATHARINES, ONTARIO

If interested, tear out this page and keep with letters to be answered.

The Amount of

VICTORY BONDS

you buy is the measure of your fighting power.

If you can't enlist—invest in

STILL MORE

VICTORY BONDS

H. S. HOWLAND, SONS & CO., LIMITED, TORONTO

If interested, tear out this page and keep with letters to be answered.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

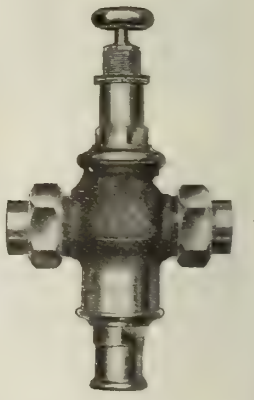
Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

"To Sell Files You Must Know Them"

We were impressed when reading this sentence recently.

The truth of it explains why some hardwaremen hold their tool trade against all comers.

They know the good qualities of every tool they handle.

To them "Famous Five" Files bristle with good points (figuratively as well as literally). They will tell you of their fine balance; of the hardness of the steel and the accuracy and sharpness of their teeth. The advice of these men is absolutely sound in regard to the best file to use for a job.

We are proud of the fact that all such hardwaremen sell "Famous Five" Files. They know them and specify them when ordering.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

Hamilton, Canada

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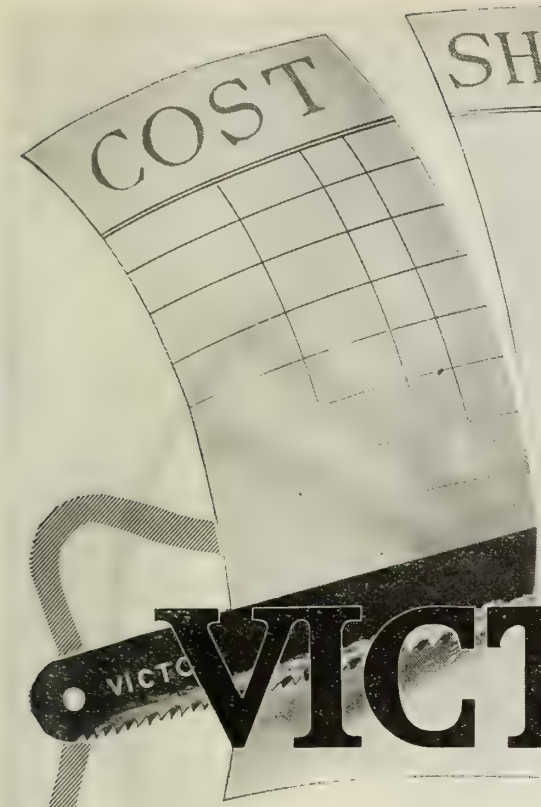


CUT YOUR CUTTING COST WITH VICTOR Flexibles

The high cost of tools should emphasize more than ever the importance of quality.

The high cost of hack-saw blades ought to drive every hand blade user over to the saw that does not break in ordinary hand work.

VICTOR FLEXIBLE HACK SAW BLADES have exactly the same cutting power as the finest All-Hard on the market, and that they cannot be broken in use except by intentional abuse is an undisputable fact—which will represent a saving from twenty-five percent to thirty-three and one-third percent in breakage alone.

Seventy-five percent of the All-Hard blades used in hand frames break before they are worn out. Watch the All-Hard blades in your own shop and see the enormous amount of breakage—then use VICTOR FLEXIBLES and note the economy.

VICTOR SAW WORKS LTD - HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

The Jaws Can't Spring Out

A trap turns traitor when the jaws spring out—letting valuable fur go instead of *holding it*. Just another reason why trappers everywhere use VICTORS—because the jaws *stay put.*

Victor Jaws cannot jump out. On the smaller sizes a lug holds the jaws firmly where they should be. On the larger sizes a clever bend in the end of the jaw does the work. Patented, of course,—and used exclusively on traps made at Trapping Headquarters.

ONEIDA COMMUNITY, Limited
Niagara Falls, Ontario
Also makers of a complete line of Mouse and Rat Traps.

VICTOR TRAPS

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

To Maintain Industrial Activity Subscribe Liberally for Canada's Victory Bonds

Great Britain must now purchase where she can get credit. If Canada grants the credit—she will get the business.

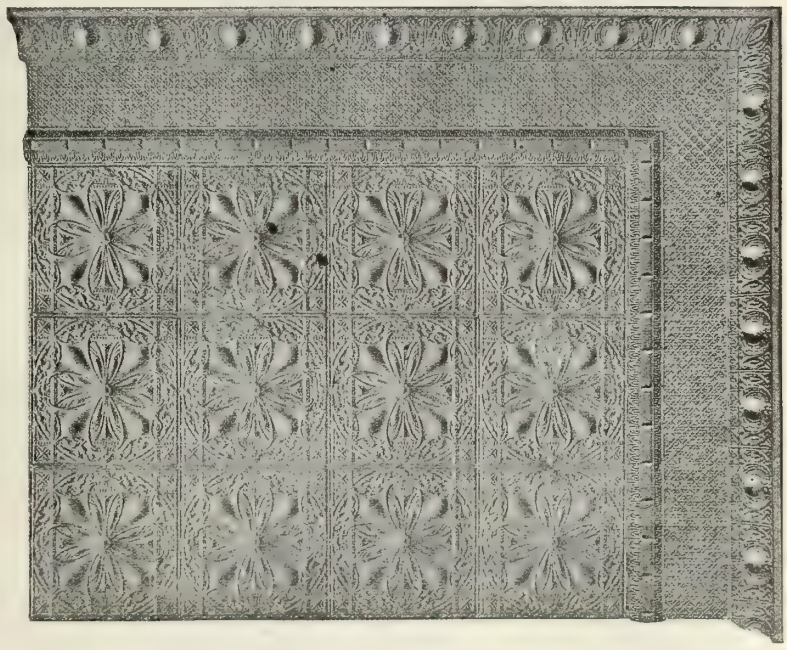
Donated by

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Keep Your Men Busy
Sell Metal Ceilings

Every store, house, church and public building that needs fixing up is a good prospect which can be turned into a profitable sale.

Our big range of attractive designs will suit all tastes. Send a sketch and get a plan of a suggested design with a lump price to enable you to figure exactly and get the order.



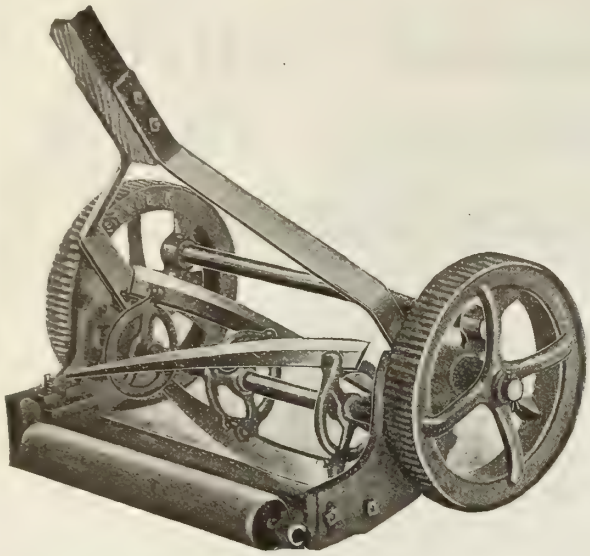
DESIGN No. 171

Winnipeg Ceiling and Roofing Co., Limited

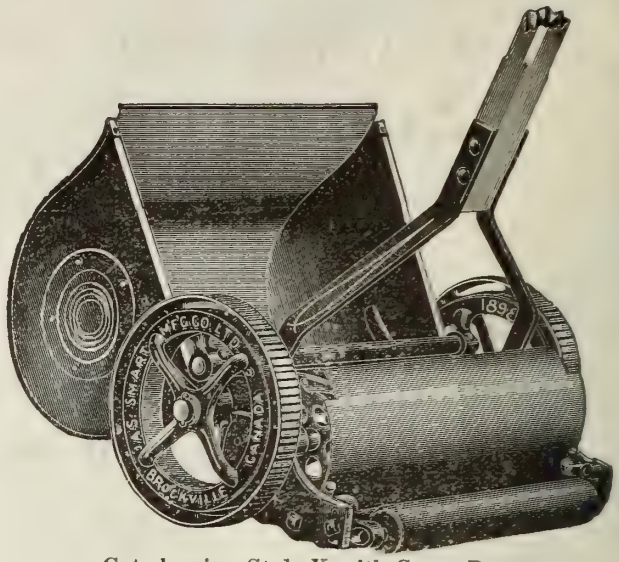
Makers of Western Made Sheet Metal Building Goods,
Stock Troughs, Oil Barrels, Tank Heaters, etc., etc.

P. O. Box 3006 H. M. 117 WINNIPEG, MAN.

"Brockville" Lawn Mowers

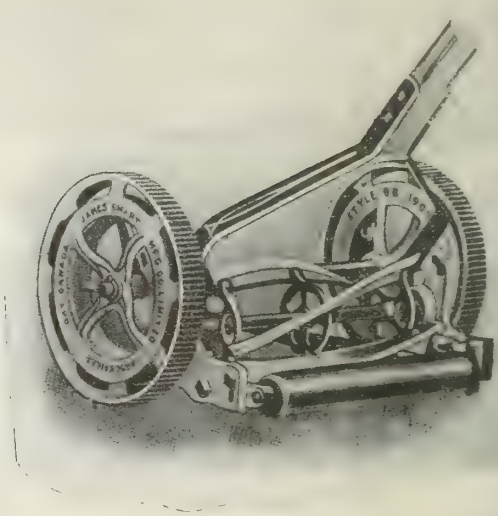


Style K Three or Four Blades.



Cut showing Style K with Grass Box

Style C 10½ in. Driving Wheels



Style BB With Ball Bearings

Are Light, Durable, Easy Running, Perfect Working

Steel Spindles, Malleable Centres, Hardwood Handles and Rollers.
Thoroughly made in every particular of best materials and every machine guaranteed.
Handsomely finished, being painted in attractive colors.
They are the best money can buy.

ALL PARTICULARS ON APPLICATION.

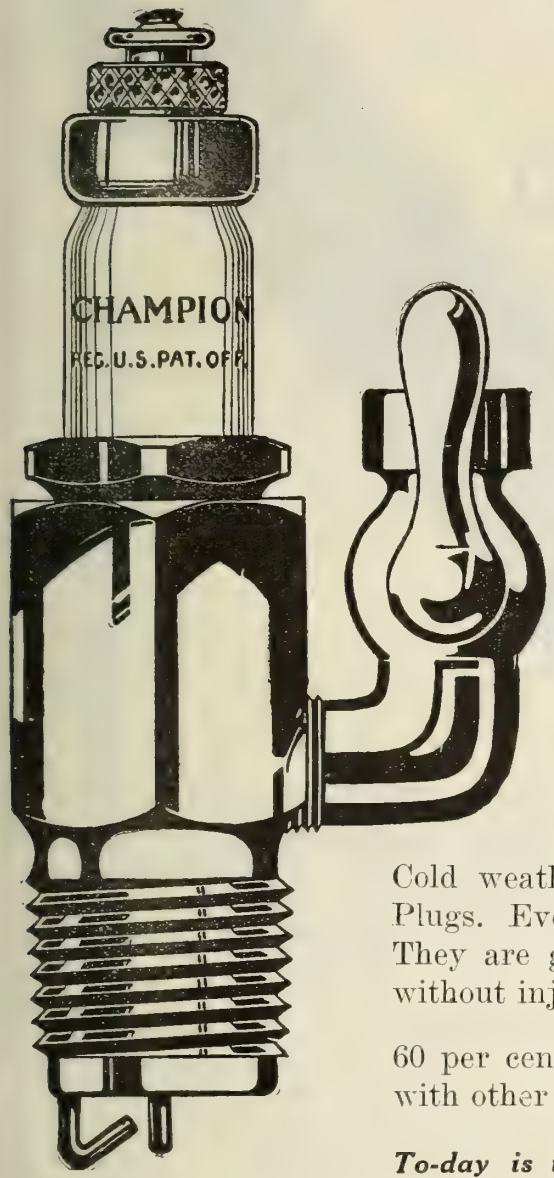
Canada Foundries & Forgings, Limited

JAMES SMART PLANT

Brockville, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

Every Motor Cylinder Should be Equipped NOW with a Dependable Priming Plug



Champion Priming Plug.
List Price, $1.25

It is the shortest route to eliminating cold weather starting troubles.

In the whole category of Priming Plugs there is none that will give the same satisfactory service to your customers as will the

Champion Toledo Priming Plug

It places the gasoline right where it will catch the spark, and set the motor humming at the first turn of the crank.

Cold weather means a big demand for Champion Priming Plugs. Every Ford and practically every other car needs them. They are guaranteed to stand extreme temperature changes without injury.

60 per cent. of all Canadian-made cars are factory equipped with other types of Champions.

To-day is the day to order from your jobber—insist on getting only Champions.

Champion Spark Plug Company of Canada, Limited

Windsor, Ontario

The Champion Guarantee: "Complete satisfaction to the user, free repair replacement or money back."

If interested, tear out this page and keep with letters to be answered.

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled

Mechanics come to your store to buy Starrett Tools because they know there are none finer, none more accurate, none more dependable. It's the same with

Starrett Hack Saws

Whether your customer wants these saws in large quantities for a big shop or in smaller numbers for occasional use, you can show him that he buys more than a good hack saw; he buys the right hack saw, the one best fitted for the job.

The right hack saw cuts quicker, thereby saving valuable time. It lasts longer—doesn't dull as quickly, doesn't break as easily—thereby saving money because fewer are required.

Our catalog No. 21MA describes the hack saw that is unexcelled and tells both you and your customer how to pick the number of saw that will do the best work on any given job.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Co.

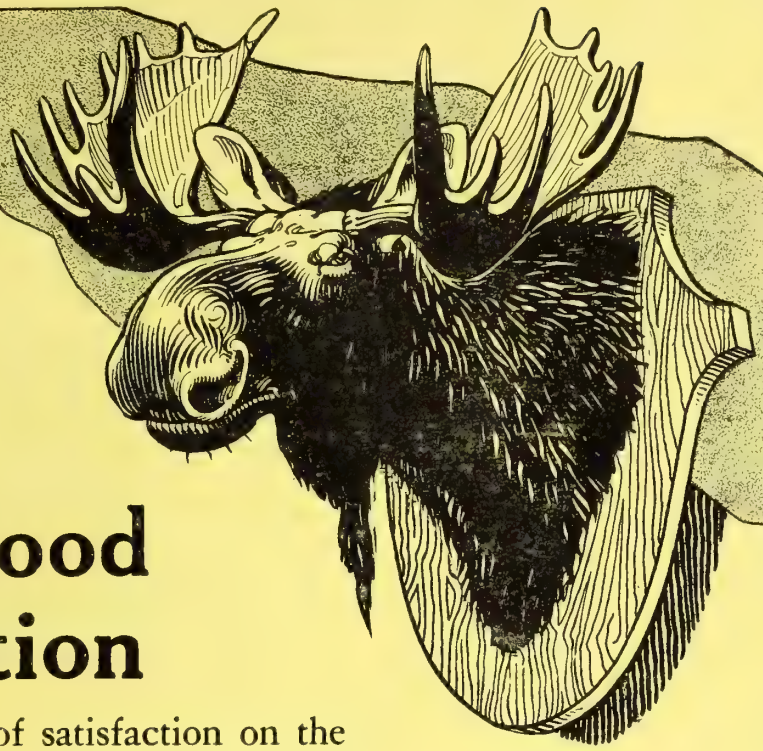
The World's Greatest Toolmakers

Athol, Mass.

NEW YORK LONDON CHICAGO

42-742.

If interested, tear out this page and keep with letters to be answered.



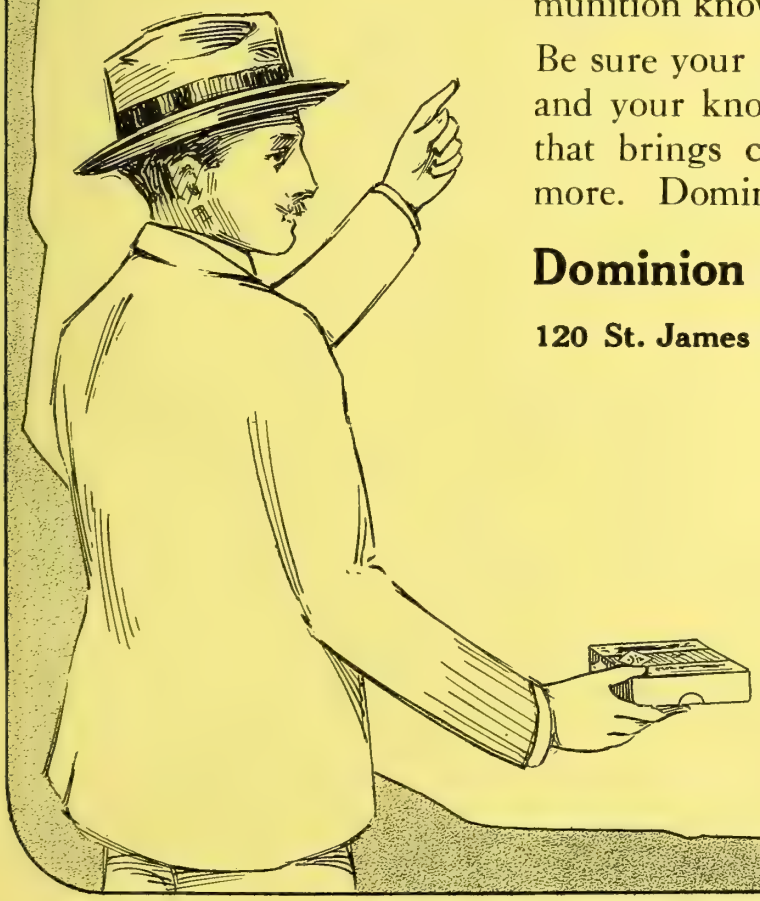
Selling Good Ammunition

carries with it a sense of satisfaction on the part of the seller and the purchaser. It brands the dealer as a first-class man in his line—it pleases the customer—and it brings "repeat" sales.

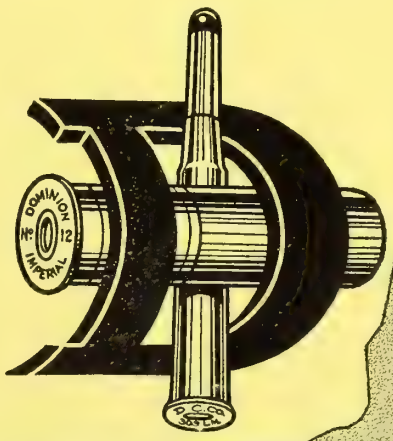
Dominion

is good ammunition. Every one of your customers who knows ammunition knows this.

Be sure your stock reflects to your credit and your knowledge of the ammunition that brings customers back to ask for more. Dominion does it.



Dominion Cartridge Company
LIMITED
120 St. James Street - Montreal



MACLEAN'S

for DECEMBER

∴ ∵ MACLEAN'S MAGAZINE GETS BETTER ALL THE TIME ∴ ∵

Snipers and Sniping—*by a Sniper*

A SNIPER is back in Canada—a star sniper, who has 34 marks on his rifle, every mark meaning a German life. Most of us know absolutely nothing of the work of the sniper, but the story—a remarkable one—is told in the Christmas (December) MACLEAN'S by the champion sniper of the Canadian Expeditionary Forces. This man was buried by a shell-explosion, was dug out by two comrades, and has lived to tell his wonderful story, in MACLEAN'S. It's worth 15c to get this story alone.

"Politics From Within"

—Leacock, of Course

TRUST Leacock to see a chance for his witty and humorous pen. He deals with the humorous phases of electioneering in Canada in his usual vein.

Why Laurier sent Troops to South Africa

THIS contribution, by Col. John Bayne Maclean, goes backward many years—to the time of the South African War in 1899-1900. That was when Canada first took up arms for the Empire. Politics, of a high order, was back of the decision to send Canadian troops to the Antipodes. It is "inside" history.

Oppenheim—Allenson—McBeth—Mumford

A LONG instalment of Oppenheim's absorbing story, The Pawns Count, is given in the December MACLEAN'S. A short story, by A. C. Allenson is seasonable. Madge Macbeth contributes a complete novelette, The Man Who Wasn't. And Ethel Watts Mumford, teller of delightful tales, delicately told, gives us the first of a series of short stories—Love and the Locksmith.

The Usual Popular Departments

THE Business Outlook. The Nation's Business, Women and Their Work, and the Review of Reviews—all are present in strong way in the December MACLEAN'S.

At All News-Stands 15c.

Gadsby's Story of the Union Government

GADSBY is saturated with Ottawa knowledge—much of it of the inside variety. He pokes about, talks with big men; and big men, and lesser ones, talk with Gadsby. Useful sort of man, is Gadsby. What he hears and learns he writes about for MACLEAN'S; and in this story of his about the new Union Government, he reveals the undercurrents on the movement that developed into negotiations, and which finally resulted in a Union Government. Gadsby adds interesting biographical information to his brilliant study.

Robt. W. Service is back again

BACK in MACLEAN'S, that is—in body, he is still in Flanders—where the fighting grows uglier all the time. Service has taken time to write verse for MACLEAN'S. You know well the virility of his style, and the gripping, human character of his verse. It is about life and men in the trenches he writes—about our boys far from us. It is worth something to see our boys as Service sees them. Read "The Shape at the Wheel" in the December MACLEAN'S.

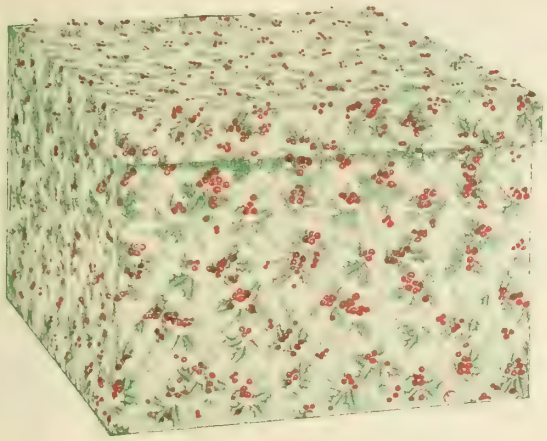
Arthur Stringer writes a Beautiful Christmas Poem

STRINGER is a wonderful man—wonderfully versatile, wonderfully human. He is a master of the short-story and of the detective and mystery type of story; and he can climb the heights of literary endeavor, as he has in this passing sweet poem—Christmas Bells in War-time. Your heart is tender these times of horrible slaughter and of heroic achievement, and you'll be grateful to Stringer for putting beautifully your innermost thoughts and feelings.

Another Big Business Bringer!

McClary's "Model" Teakettles

In Handsome Gift Boxes



Will Increase Christmas Sales

This year, more than ever before, the tendency of Christmas shoppers will be towards gifts of permanent worth—of practical everyday usefulness.

For this reason scores of your customers will buy McClary's "Model" Teakettles, if they're properly displayed — get one of our attractive window display cards.

Christmas Trade wants something showy. Therefore without any additional expense to you we have packed our "Model" Teakettles in handsome boxes, beautifully decorated in holly design.

Get a supply of these "Model" Teakettles at once. They make a sensible gift that every housewife will be glad to get and use.

Two sizes—No. 750, 8½ inches or No. 900, 10¼ inches in diameter. Made of heavy nickel-plated copper with flat bottoms to fit any stove. Rigid handle to prevent unexpected tipping. Cover is placed on the side so hand will not come in contact with escaping steam, and is strongly hinged—always in place. This is the original type of side-filling kettle and it has the ample capacity, strength and lightness to insure good work.

NOTE: *Our new prices make big business possible. If you haven't received our price list write us at once — don't wait until the rush begins.*

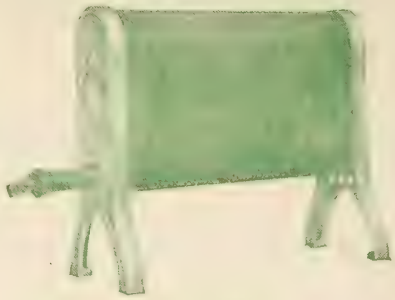
LONDON
TORONTO
MONTREAL
HAMILTON
CALGARY

McClary's

EDMONTON
SASKATOON
WINNIPEG
ST. JOHN, N.B.
VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Long Life Vibrator



Air Heater

Cyclone Hair Drier

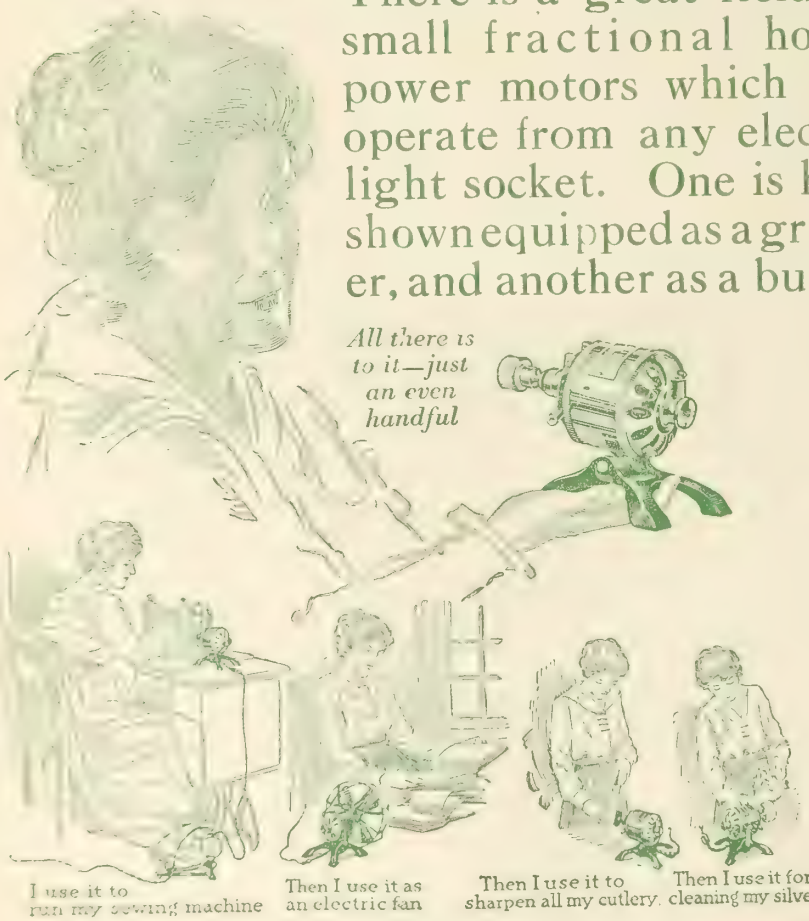
Fractional H. P. Motor

CHRISTMAS GIFTS

Electrical Gifts are always acceptable for Christmas

There is a great field for small fractional horse-power motors which will operate from any electric light socket. One is here shown equipped as a grinder, and another as a buffer.

Portable Grinder



The Sew-E-Z Motor

The Sew-E-Z-Motor is primarily for a sewing machine but the lady here shows other uses she makes of it.

Fits any machine. No screws or bolts needed. Makes sewing easy. Abolishes drudgery of pedaling.

CANADIAN GENERAL ELECTRIC CO., LIMITED

Head Office: TORONTO

Sales Offices: Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson, Vancouver

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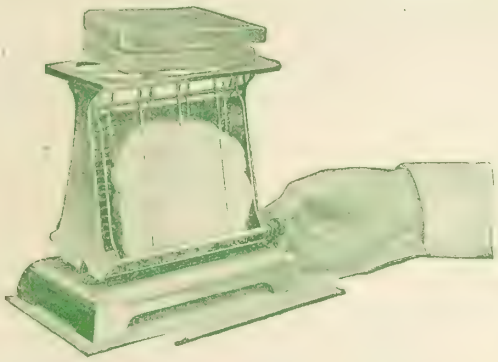
WESTINGHOUSE

HOLIDAY LEADERS

Electric Turnover Toaster



It makes toast at the table—the toast is turned by simply turning an insulated knob. There is no danger of burning the fingers. It is unnecessary to touch the bread from time it is placed on the rack until it is taken off—toasted. Of pressed steel. Highly nickeled.

Electric Iron

All metal parts highly nickeled. Perfectly balanced, with sloping handle, rendering operation easy. Stamped-out monoplane element, eliminating bend-overs and bringing burn-outs down to one in one thousand. All details carefully designed to do away with common iron troubles.

Guaranteed for five years.

MADE IN CANADA *Prompt delivery of holiday orders*

CANADIAN WESTINGHOUSE CO., Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

In Offering Your Trade *The*

Master
TRADE MARK

Line of Flashlights

Your sales assure you of satisfied customers—customers who come back with substantial repeat orders, not with complaints of unsatisfactory service.

The Master line builds for a constant and growing demand.

The Master Flashlight is an ideal Christmas gift.

Get your orders in NOW.

Be prepared for the big holiday trade.

CANADIAN CARBON CO., LIMITED
96 KING STREET WEST :: TORONTO, CANADA

Everybody Wants *More* Light for Less Money

THAT'S the reason why the Wallace Adjustable Lamp is such a big, quick, sure seller.

The Wallace Adjustable Lamp delivers the light at the exact spot where it is needed. By substituting *concentrated* light for scattered light, it cuts down bills for current.

There's a place for the Wallace Adjustable Lamp on the office desk, the arm of the easy chair, at the sewing machine, the dressing table. Demonstrate its thousand uses to your customers.

Retails for
$4.25
in Brass, Nickel or Bronze

Wallace
ADJUSTABLE Lamp

A. C. PENN, Inc., New York

Canadian Distributors:

MENZIES & CO., LIMITED
439 King Street West TORONTO, CANADA

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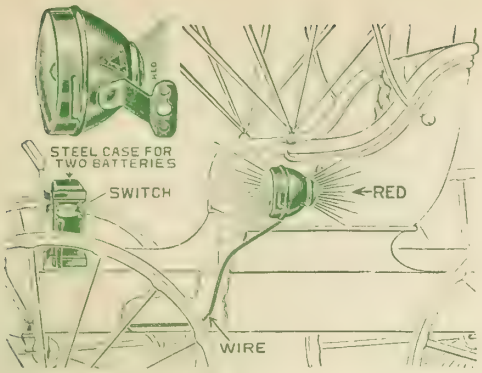


37

Electric Tail Lamp

Operates on one two-cell flashlight battery, low current bulb, lasts from 15 to 25 hours' burning. No wires. High-grade poliplane red ruby jewel 1-in. lens. Finished in weather-proof baked enamel.

38

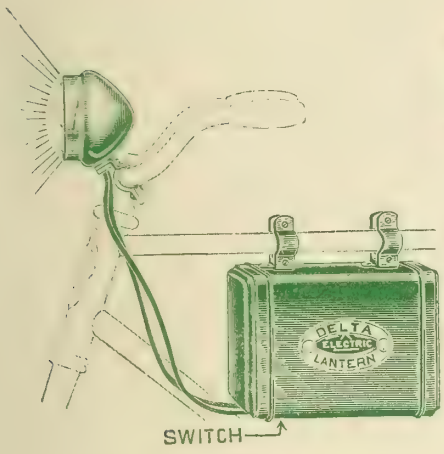
Bicycle Lamp

One cell battery case. Equipped with handle bar bracket, same as Nos. 27 and 28, and has extra front cork clamp. Serves as both head and tail light. Switch on battery case.

1

Electric Hand Lantern

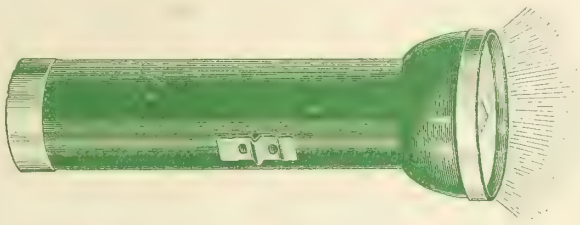
Has all the conveniences of pocket flashlight, with utility of ordinary oil lantern. Operates on two No. 6 dry batteries. Handsomely finished in baked black enamel. 3-in. lens and highly polished reflector. Throws intense light 500 feet. A big seller.



28

Two Battery Lamp

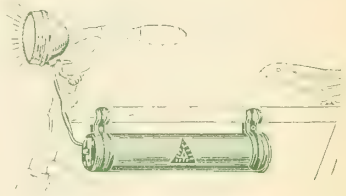
Holds two round or square No. 6 batteries. Attaches to any kind of bicycle frame. Throws light 300 to 400 feet. Extra efficient bulb and reflector reduces battery consumption to a minimum.



3

Miners' Type Flashlight

Non-shortcircuiting, wireless, all metal case, handsomely finished in baked black enamel (gloss). Silver-plated, parabolic reflector, throws intense shaft of light several hundred feet, also broad diffusing light close to lamp. Permanent and flash contact, snap switch.



28A

Bicycle Lamp

Battery case is two-cell or tandem type. Gives extra rigid arrangement for securing battery case. One of the biggest sellers in the bicycle game.

7

Electric Hand Lamp

The famous Delta Hand Lamp, running on one ordinary dry battery. A million already in use. Can be burned by the hour, one No. 6 dry battery often lasting a year in ordinary use. Indispensable for household use.

Christmas Suggestions *from the* "Delta" Line *of* Electrical Specialties

The Basters-Jackson Co., 22 College Street, Toronto, the Canadian distributors for the Delta Electrical Specialties, present here a few lines which every hardware dealer in Canada should cash in on during the next few months and especially during the Christmas season. The "Delta" line is very complete, the goods and prices are right.

Trim up a show case and a window now with the Delta line. It will repay you handsomely for your effort. Send last-minute orders now. Prices right.

If interested, tear out this page and keep with letters to be answered.

NORTHLAND SKI

PRONOUNCED "SHEE"

FAMOUS FOR PERFECTION IN DESIGN, MATERIAL AND FINISH

Used in making World's Record Jump of 203 ft. by Mr. Henry Hall.

Ideal for Christmas Presents. Don't delay your order. Write for our new catalog to-day, telling all about Northland Skis, Toboggans and Snow Shoes.

Northland Ski Mfg. Co.
Midway, St. Paul, Minn.

KANGAROO RACER

The Speediest Car on the Market

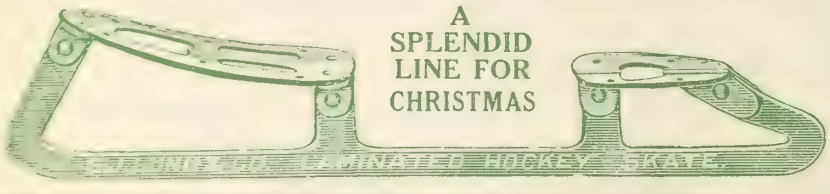
Ball bearing and very strongly made. Will meet with a ready demand. Send for circular giving particulars and prices of this and similar lines.

J. E. BEAUCHAMP & CO., Montreal
AGENTS:—P. A. C. McIntyre & Co., Winnipeg; H. C. Brennan J. M. Paquin, Montreal; Landry & Simard, Quebec.

IT is a little thing in itself to see that each individual article in every order is in perfect condition and safely packed before leaving our shipping room. But it is just such attention to detail that makes our service mean so much to buyers of electrical and automobile supplies.

"Trifles make Perfection, but Perfection is no Trifle"

Great West Electric Company, Limited
WINNIPEG



A SPLENDID LINE FOR CHRISTMAS

LUNN'S LAMINATED SKATES

will outlast two pairs of any other make. Every pair hand-made from very tough steel with a tempered edge that will stand a lot of hard use. These skates are very light but very strong, and are built to last. Retail at $5.00 to $6.00.

Write for discounts.

G. J. LUNN, & CO., 134 Chatham St., Montreal

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

If interested, tear out this page and keep with letters to be answered.

Ideas that sold the goods

No. 8 of a Series of Prize Stories by Men Behind the Counter

Ask a customer if there is anything else that you can do for him, and it's ten to one, he says "No!" Suggest to him something he really needs and the chances are always that he will buy. That's the power of Suggestive Salesmanship. Its effectiveness is conclusively borne out by the story of Mr. John M. Swalm of the Swalm Co., Pottsville, Pa., which follows:

I was behind the counter Saturday night as usual. We were rushed and there was someone always waiting, so we had to work at top speed. And some of those customers certainly did waste time for us figuring whether "John" told them to get 10 lbs. of 5 d or 5 lbs. of 10 d nails, or wanting us to explain that black shells were not loaded with black powder but with smokeless powder. But we were getting away with it all right and selling a good many Evereadys and Tungsten Batteries besides.

I had just finished telling a lady customer why it was impossible to supply a battery of 8-hour capacity for a light small enough to carry in her pocketbook. She finally bought a No. 6991. While I was talking I noticed a small elderly man looking on and listening as though he were interested, so I asked him if I couldn't show him an Eveready, too. He replied that he was looking for a rule, a 2-foot rule, and that would be all he would be wanting.

I showed him the rules. He was not satisfied with our price, for he said he could get one cheaper that would fill his needs just as well. So I said to him, "If we cannot sell you a rule, don't you need one of these Evereadys that come in so handy on these dark winter mornings?"

He showed a little interest by asking how much they were worth. I mentioned the lower prices. He said he only wanted a 2-foot rule anyway, and he would get that without paying two prices for it.

We don't waste time Saturday nights figuring out why we don't land some customers. We reserve these matters for discussion at our semi-weekly meetings. So I kept on working. One man bought a mop and then I sold him an Eveready No. 6962, so he could tell at night what the gasoline gauge of his automobile registered.

While I was putting a No. 791 battery in another make of case and telling the customer why he had better stick to Eveready Tungsten, I noticed that the small elderly gentleman had come back.

There he was across the store and one of the other boys was showing him the rules again. Either he hadn't found a cheaper rule or he had passed it up as no good. It pleased me to know that I had treated him well enough to have him return. I saw him purchase one of the rules and then start for my part of the store on his way to the street. I had just finished with a customer, so I called to him, saying, "Here is one of those Evereadys I think you would like."

"I am not looking to buy one of those things," he said. I knew right then it was up to me, so I told him how useful an Eveready is. I showed him how to take a battery out and how to replace it, and how the contact with the bulb was made; then I told him how long the battery would last and how much it would cost for a new one.

"That would be fine for looking at the clock in the morning before daylight," he said. That gave me an opening and I went right to it. "It certainly is better to stay there under the feathers, comfortable as a South Sea Islander," said I, "and flash your Eveready at the alarm clock a great deal better than to rise shivering, light a match and discover you're an hour or so ahead of schedule."

"How many batteries would it use in a year for that service?" he inquired.

"Not more than four batteries," said I, "and possibly only three, if that is all you are going to use it for, but I believe you will find it one of the most useful articles in the house. It is going to prove useful in countless other ways."

He said he would take the style that I suggested. I wrapped it up and gave him his change and thanked him. I felt that I had done something, for I'll wager that that old fellow comes back for every refill and every bulb, and for another light small enough to put in the Misses' pocketbook. What do you think?

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, Limited
TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Iron

There is going to be a Big Demand for ELECTRICAL GIFTS

Display and carry in stock the well advertised quality line of

Glower Heater (new type)

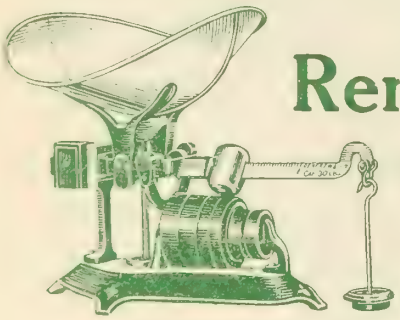
National ELECTRIC Appliances

Toaster

Order now and get deliveries in time. Ask us for the beautiful series of window display cards in colors.

The National Electric Heating Co., Limited
Toronto, Ont.

660 Watt Air Heater



The **Renfrew** Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

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OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

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They LOOK WELL, SELL WELL AND LAST WELL

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ST. MARY'S, ONT., CANADA

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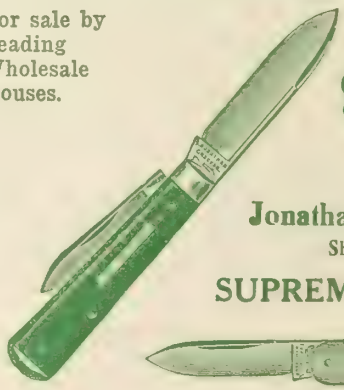

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Granted 1780.

Jonathan Crookes & Son
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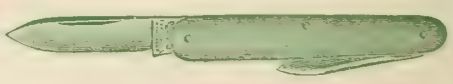

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WINDSOR KETTLE WITH COVER POLISHED

(Below) Net

No. 100 4 pints, price each $1.00
No. 100 — 8 pints, price each 1.35

SEAMLESS TEAKETTLE

(To Left) Net

No. 150 8 pints, price each $2.75
No. 150—10 pints, price each 3.00
No. 150—12 pints, price each 3.25
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PERKY TEAPOT

(To Right) Net

3 pints, price each... $2.10
4 pints, price each... 2.35

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Most Women Will Appreciate Oakville Aluminium as a Christmas Gift.

What more appropriate gift can a man give his wife or mother, than a few pieces of Oakville Aluminium with their rich, satin finish, their heavy, serviceable appearance, their light weight and graceful design? As an instance, note the handsome Seamless Teakettle and the "Perky" Teapot shown here—what more delightful gift can you suggest for a good housewife than either or both of these lines?

You can sell the Teakettle shown above for the price of an ordinary nickel-plated kettle and make a good profit.

Now is the time to stock up with a few lines from the range of

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A trial order will get our prompt attention. Ask for catalog and price list of our complete line.

OAKVILLE PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

WARE MANUFACTURING COMPANY

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Caverhill, Learmont Co., Montreal, Selling Agents for Quebec and Maritime Provinces

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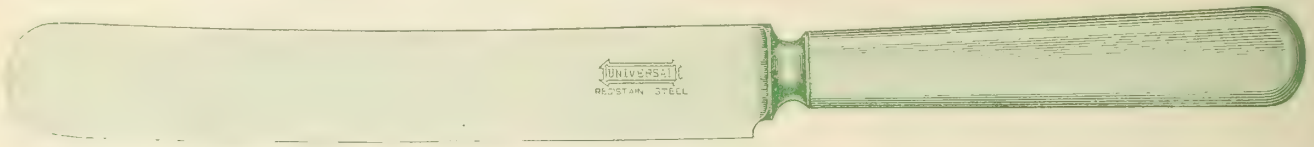
UNIVERSAL

"RESISTAIN STEEL" MEDIUM KNIVES

"Resistain Steel" Knife Blades are guaranteed not to stain, rust, or change color from the acids in food To clean these knives, merely wash with hot water and soap; they should never be scoured.



No. V7310 Medium Knives. Ivoroy (Cream) Handles. "Resistain Steel" Blades.

No. V7310 Medium Knife and Fork Set, including ½ dozen V7310 Medium Knives and ½ dozen V1731 Silver Plated Forks.

No. V70 Medium Knives, Ivoroy (Cream) Handles. "Resistain Steel" Blades.

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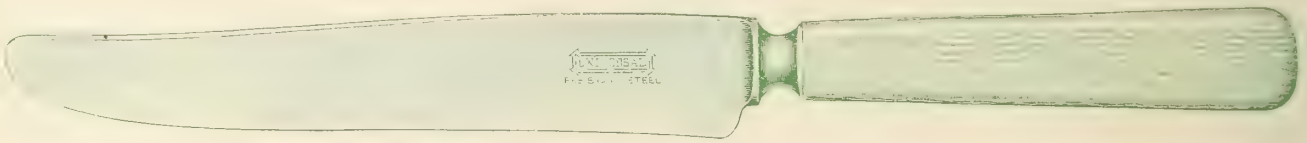

No. V720 Medium Knives Ivoroy (Cream) Handles. "Resistain Steel" Blades.

No. V720 Medium Knife and Fork Set, including ½ dozen V720 Medium Knives, ½ dozen V1750 Silver Plated Forks.

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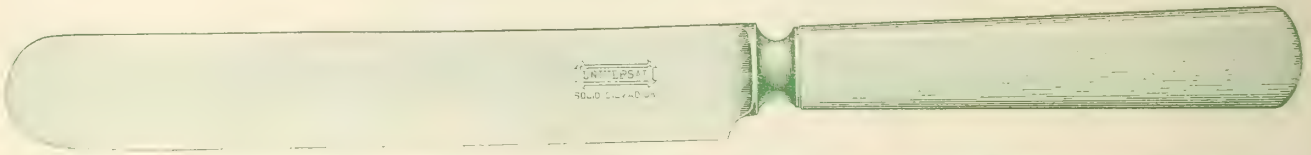

No. 7502 Grained Ivoroy Handles. Silvadium metal shines like silver. Will neither tarnish, rust nor corrode.

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NEW BRITAIN, CONN.

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to help bring the boys
back home.

BRIGHTEN
the homes of your customers by
selling them O.P.W. Paints
and Varnishes.

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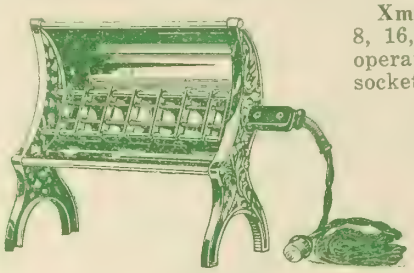
National Glower Heater

Can be attached to any lamp socket. Finished in nickel-plated ends and coppered reflector.

Supplied with 8 feet of heater cord and attachment plugs—a great little heater for a cheery Christmas gift.



Xmas Tree Outfit

8, 16, 24 or 32 lights, operated from lamp socket, may be had to operate from dry battery. Safe, sane lighting for the Christmas tree. Order a few outfits now

Last Minute Orders for Lines That Make Big 'Xmas Business

will get our prompt attention. The lines shown here will be big sellers this winter. They, along with other electrical specialties, such as electric irons, toasters, heating pads, radiators, etc., comprise our range of pre-Christmas suggestions. *Send your order to-day for above. Catalog of other lines sent on request.*

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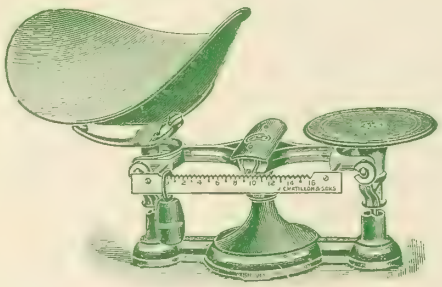

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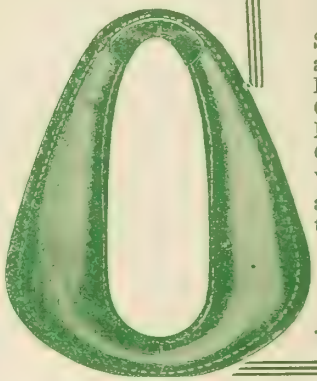

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Order from us now and make your display early. We illustrate only a few of our many attractive articles here.

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Universal Tea Ball Pots

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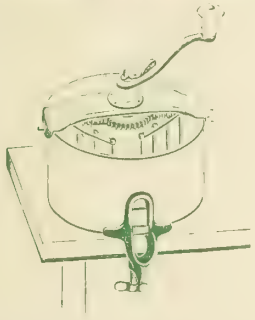

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Our "CAVALIER" VACUUM SWEEPER has given every satisfaction. New finish makes it more attractive than ever.

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We can furnish you with Show Cards to help make your Christmas Display effective.

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"I'm not One Bit tired, Grandma."

The New Dash Churn

After all the Dash Churn is Best—

but there is a difference in dash churns. There's the old-fashioned kind that grandmother used which meant real work to operate; the floor for feet around covered with splashes of cream, to say nothing of the bespattered condition of the operator. Even at that this churn still does better work than any other type.

We have an improvement on the old dash churn in the

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The "Reliable" churn is advertised in leading farm journals and daily papers throughout the country—the demand is there. Will you cash in on it?

Now is the time to take action—write to-day.

The "Reliable Churn" Co. of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

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Take Advantage of

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We Are Here to Serve You.

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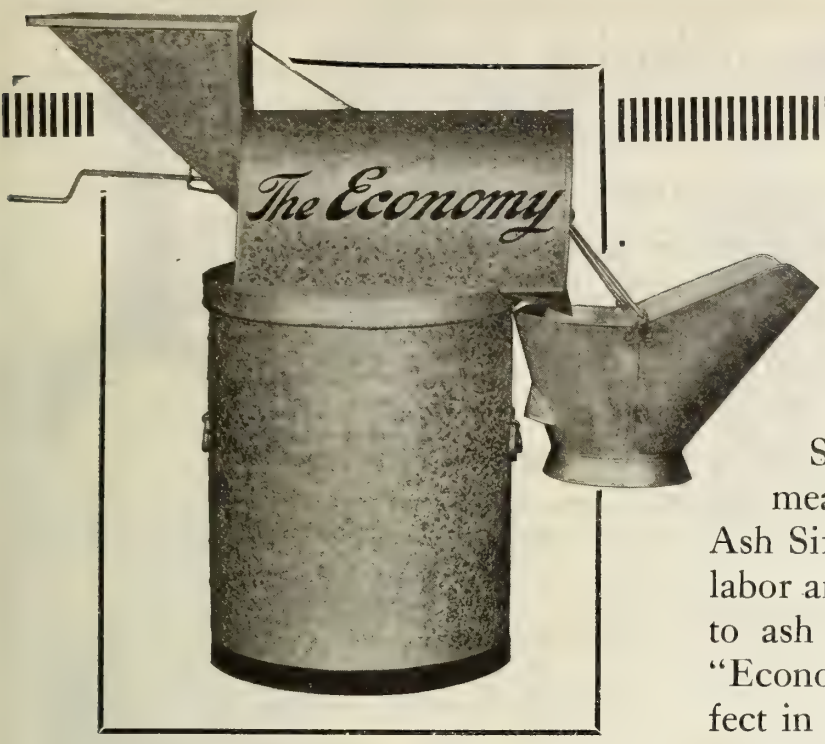

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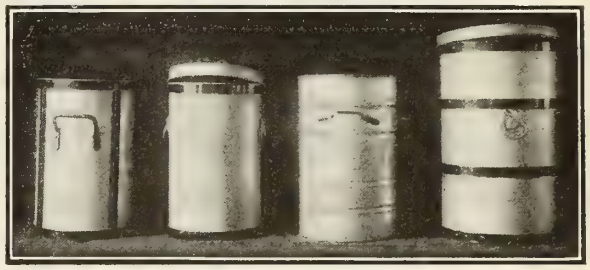

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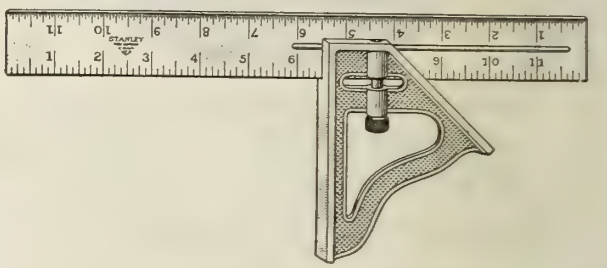

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The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

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Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

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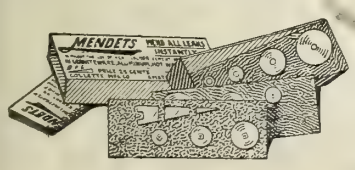

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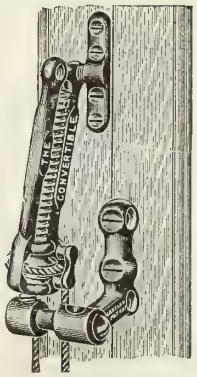

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⅜ screw
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Port Hope File Mfg. Co., Ltd.
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RUBBER SYSTEM
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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, NOVEMBER 24, 1917 No. 47

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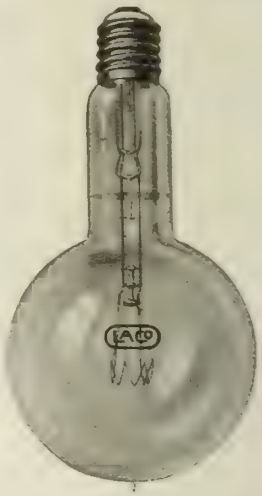

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HARDWARE AND METAL

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Planning for the Christmas Trade

Useful and Ornamental Gifts—Toys for the Children — Sporting Goods Prominent—Wide Range in Cutlery — For the Mechanic, Tools — Labor Savers in Electrical Goods—Auto Accessories Not Backward—Paint and House Furnishing Necessary — The Store Itself, the Windows.

FOUR weeks remain in which to make a strong bid for Christmas business, and it is, therefore, none too soon for hardware merchants to perfect their plans for a real hard drive to secure their proper share of the Christmas shoppers' trade. And, apart from any other consideration, isn't the utility of the Christmas present as available in the hardware store a feature which should be played upon strongly, especially in these days of stress when the novelties should play such a little part?

Useful and Ornamental Gifts

In recent years the trend has been more towards the useful than the ornamental, and herein has the prominent part possible to the hardwareman become evident in the scheme of Christmas giving. It is not implied by any means that a useful present can not be ornamental and welcomed by the recipient—the two can be and are combined—but there are many ornamental and useless things which should be and are gradually losing favor. The hardwareman, selling from his varied stock, presents to the Christmas shopper a wide range of presents, suitable to every member of the family from the standpoint of pleasure and usefulness. This fact should not be lost sight of, and it is the more evident as a review of the stock in the hardware store is made.

Toys for the Children

It might be said that the appeal primarily can be made to the children, and this is where a toy department in a hardware store would find immediate favor. The point might be brought out that toys are useless and not in line with the point emphasized above, but—are they really useless? It is not so long ago, perhaps, that the majority of toys were in this category, but the toy manufacturers have come to the front with real educational toys, which give pleasure, and also develop the youthful mind along suitable channels.

Sporting Goods Prominent

There are many items carried in the sporting goods department, too, which have a direct bearing on the trade for the youngsters. There isn't a child but who has had his mind set on a wagon, velocipede, sleigh, an automobile, or a pair of skates and a hockey stick. These items are each useful in more ways than one, and as a means of developing self-reliance and independence in the youthful mind no better selection could be made.

The sale of skates and hockey sticks is not restricted to the children either—the young men and women as well as the older people enjoy the pleasures of skating, and to these might be added the enjoyment found in the use of snow shoes, skis and toboggans.

Winter lines undoubtedly have the preference at this season of the year, but it is well known that many sales are effected for tennis supplies, baseball goods, golf sticks, footballs, etc. The games represented in these supplies may be favorites with certain ones for whom the gift is being selected, so a display would not be out of place.

Wide Range in Cutlery

One of the most important departments during the Christmas rush is that represented by the cutlery. Here will be found the many designs in silver-plated flatware, which so delight the women of the household. The tendency to-day is towards the selection of a certain design, to which pieces can be added to make the set complete. It is not enough to carry only knives, forks and spoons, which are in daily use—the addition of butter spreaders, tomato servers, cold meat forks, etc., forms an important adjunct to these staples in addition to their value as individual gift items.

Cut glass and silver-plated ware, such as butter dishes, bread trays, etc., are now being carried in the hardware store with marked success. These lines prove very popular and add greatly to the display effect of a cutlery department.

For the man of the house, razors and shaving utensils of all kinds are always welcome. There are those who prefer the straight blade razor, and for these

it is possible to suggest also a good strop and hone. The safety razor has long since passed the novelty stage, and is a standardized item in any shaving accessory stock. Brushes, shaving soap and talcum powder are all splendid sellers, and to those possessing safety razors an extra dozen blades will come in useful.

Pocket cutlery and scissors are by no means to be overlooked. Pocket knives range in price from the cheap ten-cent ones for the kiddies to the three and four dollar pearl handled favorites among the men and women. Scissors have almost as wide a range individually, and are also sold in attractive cases, which make splendid gifts.

Valuable to the retailer is the watch and clock business, and there are merchants whose success with fountain pens speaks well for this new hardware line. The boy will be as pleased with a dollar and thirty-five cent watch as with a gold one—the housewife likes nothing better than a reliable clock in her kitchen to plan her day's work by; the fountain pen finds favor with all members of the family.

For the Mechanic—Tools

That the mechanic will welcome a new addition to his collection of tools is no more than true. Love of his trade makes his appreciation of a plane, level, micrometer, saw, hammer, trowel or drill as a Christmas present doubly enjoyable. The tool department in its regular stock offers splendid opportunities for gift suggestions, and in the giving of tool chests to the younger element a very useful and splendid thing may be accomplished, which point should be brought out to the parents or others who might be interested.

Labor Savers in Electrical Goods

In the electrical department the hardwareman has to-day a wide range of eminently useful articles, which he can feature in a very aggressive manner. "Doing it electrically" is becoming very popular with the housewife of to-day, and to her as well as to the man of the house the sale of these utilities can be effected readily. The electric percolator, grill, iron, stove, washing machine and vacuum sweeper have a place in the scheme of good housekeeping. There is no man who wishes to see his wife over the scrubbing board or breaking her back sweeping when the labor thus entailed can be eliminated largely through these new and successful appliances.

Table lamps, heating pads and heaters are other items for which the sale is increasing. These as well as the electric flashlights are established beyond the stage of novelty. Their use is genuine and their sale only a matter of bringing them to the attention of the Xmas shopper attractively.

Probably more this year than any past will the auto accessory department play a part in the plans of the Xmas gift-seeker. The growing use of motor cars during the winter means the continued sale of gloves, gauntlets, lap robes, and foot-warmers. These are essential to comfort in the operation of the motor during the period of cold weather, and their obvious usefulness will be a big factor in their sale. Probably the motorist, too, would like that special tire pump, lifting jack, vacuum bottle or pair of eyeshields he has been thinking of getting. Sell them to the Xmas shopper—the suggestion will be welcomed—the recipient will be made happy.

Paint and Housefurnishing Necessary

It should hardly be considered an impossible thing to sell paint at this season of the year, for a bright, attractive interior does much to encourage the Xmas spirit. There cannot be a bright, cheerful spirit exhibited in surroundings which are sordid; every effort should be made to make the home reflect the spirit of the season, and there is no greater influence than the liberal use of paint.

To the thrifty housewife, presents coming from the housefurnishings department carry a message which meets with a direct response. There is no woman who, priding herself on her culinary achievements, will be disappointed in the receipt of a nice gift of enamel, aluminum, copper or nickel-plated ware. There are also kitchen cabinets, stoves, washing machines and wringers which meet with approval by the recipient.

In enamel and aluminum ware there are too many cooking utensils to enumerate individually, but the attractive arrangement of these goods on shelving, display tables, and perhaps an occasional window, will mean a steady growth in point of sales. At this season of the year the better grades of cooking appliances find a ready sale when their good points are brought to the attention of the shoppers.

No kitchen equipment is complete without a stove, and the selection of this important item is often left until this season of the year, when its purchase can be considered in the light of a Xmas gift. Whether it is a coal or wood range, a coal oil, gas or electric stove, the outlay is always carefully guarded until the purchaser is satisfied that there's value in the considered purchase. It would appear that the sale of stoves can be developed successfully during the Xmas season.

There are many really beautiful things being turned out in copper and nickel-plated ware. Tea kettles, tea and coffee pots, chafing dishes, hot water kettles, etc., make splendid suggestions which can be offered to the Christmas shopper with good success. Serving trays are also greatly in demand, and with the other items enumerated may be attractively set up in silent salesmen or counter display to secure attention.

Other adjuncts to the hardware merchant's stock which call for attention during the holiday season are those represented by leather goods, trunks and bags, beds, springs and mattresses. It is only necessary to mention these for the dealer to realize the possibilities in their sale to those seeking to purchase useful gifts.

There is no doubt but that the lines carried in the hardware store lend themselves particularly well to the needs of the Christmas shopper from the standpoint of beauty, utility, and variety. Every member of the family can find a gift suitable for every other member. There is a suitable article in the list enumerated above to satisfy the most exacting, and to the hardwareman who makes the most of his remaining time will come the sales of those goods which spell profit with every ring of the cash register.

The Store Itself—The Windows

About the store itself much might be said, but it should be only necessary to mention a few details in connection with the sales campaign now being promoted to bring a realization of the action necessary in securing the big share of Xmas trade. First it should be remembered that this is a Xmas campaign that is being inaugurated—the store should be decorated—there should be created an atmosphere of holiday cheer. Holly, bells, lots of color should predominate. Every department should shine—no dust should be allowed to accumulate—attractive show cards should be printed. Each line of merchandise should be arranged as though it predominated, that is, the arrangement should be made novel, appealing, worthy of the message you are trying to convey from each article of stock in your store.

The window displays deserve an exceptional amount of care in the Xmas appeal. The power of suggestion as outlined by the window will create more sales at the present season of the year than at almost any other time. There are any number whose minds are influenced entirely by the appeal made from the store window. The message which it conveys should be convincing—this point should be carefully considered from all angles and plans based on this platform followed.

"HOW TO MEASURE THE VALUE OF TURNOVER"

(Third Address by Frank Stockdale.)

EDITOR'S NOTE—*Frank Stockdale gets* $60 *a night. He is a famous authority on retailers' problems—management, costs of doing business, profits, how to meet competition, organization, advertising and so on. He is so good that the Advertising Clubs of the World have procured him as their Advisory Counsellor for the Retailers' Section; and they farm him out to clubs all over America at the comfortable fee of* $60 *per night. So great is the demand for Stockdale that clubs must make application for him many months in advance.*

The Toronto Advertising Club had him in Toronto for four nights—October 30 *and* 31, *November* 1 *and* 2. *Tickets for the four lectures cost* $5.00.

We attended the Stockdale Lectures, and in HARDWARE AND METAL *the four lectures are quite fully reported. The good things this master of retailing said are all in our reports. This is the third lecture in the series, two having appeared in previous issues. The fourth will appear in next week's issue.*

THE third address by Mr. Frank Stockdale, on retail merchandising problems dealt with the subject "How to Measure the Value of Turnover." The importance of the merchant having a detailed knowledge of profits was emphasized in connection with turnover, which was defined as distinct from volume. An illustration of the method of figuring turnover was given, emphasizing the importance of basing all percentages on the sale.

"The merchandising game is based on the figuring of profits," said Mr. Stockdale, "that is its foundation and whether you are an advertising man, salesman, buyer, department manager, decorator, bookkeeper, or whatever part of the merchandising plan you fit into, the effect and value and result of your effort depends upon a knowledge of profits, and when we look over the wide merchandising field and see the large number who have not yet got a firm grip upon the matter of profits we must certainly be convinced that it is no easy job. We are pioneering and there is a great opportunity for knowledge along this line."

"As we go into our merchandising establishments and study the subject, we realize that a great deal depends upon how a man does a thing. Profit is the thing that determines how you are going to merchandise. The thing to consider is 'Am I getting under my load or is my load dragging me down?'

"Another thing to consider in regard to profits is to adopt methods instead of principles, and the thing we want to watch in studying merchandising problems is that we don't throw the principle away.

"The principle of handling percentages and the principle of *applying specific facts to specific things instead of applying general facts to specific things* are the ones to study. Every last percentage should be based on the same thing because we want percentages for the sake of comparison.

"All percentages should be based on the sales, and the average man who tries to get percentages of expense on the cost of goods sold gets tangled up. It takes a firm big enough to keep an expert accountant on the job to keep things straight."

To illustrate the point Mr. Stockdale drew a large circle which represented the sale and marked out percentages for margin, cost of merchandise and net profit. On this basis Mr. Stockdale stated that any percentage quoted would be a percentage of the circle and there was no likelihood of becoming tangled up because it would be based on the sale.

"The two highest retail authorities in the United States and hundreds of merchants recognize this method," added Mr. Stockdale.

"Nine out of ten merchants with whom I have come in contact, who mix their percentages, never have percentages that tell them very much. If percentage is 'a sign of relationship' you must keep the relationship based on some one thing. When you change your base of percentage you have changed the whole thing and you are going to get tangled up somewhere."

At this point Mr. Stockdale emphasized that turnover was distinct from volume. "Volume answers the question, 'How much do I sell?' Turnover does not answer that question at all as I am using the term. Turnover answers the question, 'How long does merchandise stay in my store?' That is a fundamental point to be kept in mind."

Mr. Stockdale proceeded to illustrate the method of figuring turnover on the basis of securing the facts and figuring it out from them. A problem was worked out, taking an inventoried stock on Feb. 1 as worth $2,000. Sales for the year preceding were $6,000. The margin was taken as 33 1-3 per cent., which made the cost of merchandising equal to 66 2-3 per cent. of selling price which in turn is equal to $2,000, that is, the goods are worth at selling price, $3,000. Dividing the worth of stock at the selling price into the selling value it was evident that the stock turned twice during the year.

Referring to this method of working the problem Mr. Stockdale pointed out that it was necessary to know at certain periods of the year how much stock was on hand in order to strike an average which is required in working the problem of the number of turns. On this basis the above method of working the problem is incorrect owing to the fact that the average for the previous year was worked into the figures for this year. Mr. Stockdale emphasized that the closer the average figures ran per month or week of the present year the more accurate would be the result indicating the number of turns of stock per year.

"The usual method is to estimate as closely as possible what the stock is at the end of each month

during the year. These figures added and divided by twelve give the average stock carried through the year. If the merchant has $2,000 at inventory time the chances are he has from $2,500 to $3,000 worth throughout the year," said Mr. Stockdale.

"The average merchant gets only half as many turns as he thinks he gets."

Referring back to the correct method of doing the foregoing problem Mr. Stockdale indicated that the sales at cost were $2,000 while the average stock carried was probably about $3,000, which works out to 1 1/3 turns of stock per year.

TO DISCOVER TURNOVER

A rule was given for figuring turnover, as follows: *"Divide the year's sales at cost by the average stock carried."*

"In measuring the value of turnover we want to realize that turnover affects only one kind of expense directly. The two kinds of expense are (1) *Time or carrying expense and* (2) *Labor or selling expense.* The total expenses of the store are divided into time and labor expenses. Time expense is expense that is directly affected depending upon the length of time the merchandise stays. Labor expense is expense that goes up and down, depending upon the amount of labor necessary to sell the merchandise. We carry merchandise and we sell merchandise, the operations are separate and should be made distinct."

Proceeding to outline some of the expenses in a store in their proper category as expenses, Mr. Stockdale referred the audience to the following list. Under the heading of Labor or Selling Expenses he included: Clerks' salary, owner's salary, advertising, delivery, bad debts and part of general expenses. Under the heading of Time or Carrying Expenses he included: Rent, insurance, taxes, heat and light, interest on investment, depreciation and part of general expenses.

"It is obvious that these expenses go up and down depending upon how long the merchandise stays," said Mr. Stockdale. "Some lines turn much faster than others and so this difference in turnover exists in every store."

Applying the expense percentages outlined above to an actual case, Mr. Stockdale illustrated a store in which the expense of doing business was $1,460 and the yearly sales were $6,000. This was on the basis of two turns per year. On the basis of $6,000 total sales he worked out the following expenses, on the basis of average percentages found to exist in business:—

Clerk's salary	$ 366
Advertising	156
Owner's salary	180
Rent (at 3 per cent.)	360
Heat and light	60
Insurance and taxes	144
Delivery	36
Bad debts	24
Interest	360
General expenses	162
Depreciation on stock and fixtures	198
	$2,046

Illustrating the difference in these expenses where less stock was carried and yearly sales were the same, Mr. Stockdale continued as follows:—

RELATION OF EXPENSE TO TURNOVER

"Suppose I put in as much stock in this department as will last a year and I get one turn. The average stock carried is the average sales for the year. Instead I carry only half as much and get the same sales, therefore I am using only half as much space. Expenses of lighting, rent, insurance and taxes are only half the above figures and in the latter two cases only their share of expense is borne."

Following out the method defined of securing the cost of doing business, Mr. Stockdale divided the $2,046 expenses by the $6,000 total sales which indicated 34 1/10 per cent. "It is evident the goods in that store have to bear a high profit," said Mr. Stockdale.

"If I carry as much stock on an average as I sell in the year, my interest is 6 per cent., therefore my interest charge in expenses would be 6 per cent. In regard to general expenses, if I turn over my stock twice a year in one case and only once in the second case, that stock must bear its proportion of telephone, etc., expenses for a year where it only turned once and for six months where it turned twice. The same thing applies to sweeping and taking care of the store, therefore we will have to double some general expenses."

Mr. Stockdale defined general expenses as "the place where all expenses are put that the merchant does not know what else to do with."

Referring to the matter of rent, Mr. Stockdale pointed out that if the rent was $360 on the space where $6,000 worth of merchandise was sold which turned once a year, the rent on some other department selling an equal amount of merchandise which turned a different number of times would be on the same basis. Thus if the stock turned eight times the yearly rent would be $45 on the basis aforementioned.

Making a comparison of the cost of doing business as between specialty stores, Mr. Stockdale stated that in the jewelry store stock turned on an average of about once a year and that the expense of doing business was in the neighborhood of 34 per cent. Compared with this he cited the case of the grocery store which turned its stock eight or ten times and had an "expense of doing business" of about 18 per cent.

"If you take the store facts as we have worked them out," said Mr. Stockdale, "you will find fact after fact that will prove that what we have done is sound to the core. There is only one reason why it costs more to sell goods in the jewelry store than in the grocery store and that is the dull seasons with their large selling expenses. Turnover is not the whole thing in business, but it affects all these time and carrying expenses."

"I was in a dry goods store where about two-thirds of the merchandise sold was sold during the months of October and November, but they could not turn off their help during the other seasons. That is a similar condition to the one found in the jewelry store. At holiday time the jewelry store is at the high peak and that means extra selling expense. The whole matter is a question of the 'peaks in business.' People eat every day, hence the continuous turnover in the grocery store."

PUSHING THE LINES THAT SHOW PROFIT

Addressing the heads of departments in particular, Mr. Stockdale continued *"it means to you that when you have a line in your store that is bearing a*

real profit, that is the line for you to push, that is the line to buy and that is the place to put the effort that counts. You want to co-operate with merchandise men in holding these stocks down to where they ought to be and the chances are that in doing that thing you are doing more for that store than if you would sell half the merchandise sold in the store, in your department. *Stocks have to be held down until there is a profit.*

TURNOVER MAY MEAN LIFE OR DEATH OF STORE

"We find stores turning stock seven times a year in competition with stores turning three times a year in the same line, and the three time stores are having to draw each year on the fund they have laid away in years gone by. As far as managers and buyers of departments are concerned there is a great opportunity to make money by holding stocks down. *I know you have to have variety to make sales, but you can get so much variety that no matter how many sales you make you don't make any profit.*"

Addressing the retail merchants in particular, Mr. Stockdale continued, "A man comes along selling merchandise which you have to sell for a certain margin of profit. Perhaps it does not average up to what your marginal profit is. *You say you would lose money every time you sell it, but the chances are if that article has been on the market for any length of time and merchants are distributing it widely, the ease of selling will bring down the cost of doing business so that you would have a profit.* I am not advising you to take everything that comes along. You want to judge between men that bring along the right proposition and the wrong proposition. Judge not only between advertised and unadvertised lines, but judge between advertised lines and other advertised lines because there are advertised lines and advertised lines. You see a man getting along fast every once in a while, and the reason very probably is that *that man is keen enough to know what to push and what to sell, and he is keen enough to let the other fellow take the big sales on certain lines while he takes the sales on the lines that show the real profit.* I feel very keenly the fact that one merchant can out-general the other because he lets one fellow sell the goods that make the profit. When real profit gets down to 3 per cent. it does not take much to make a difference between a merchant and storekeeper."

During the discussion which followed, the question was asked as to what depreciation consisted of. Mr. Stockdale in answering divided depreciation into two general divisions, depreciation on fixtures and stock. Referring to the dry goods trade he pointed out that loss through soiled edges of cloth, ends, etc., was depreciation and not markdown.

Answering another query Mr. Stockdale stated that the U.S. authorities quoted in regard to the matter of "basing all percentages on the sale," were Paul H. Nystrom of the U. S. Rubber Company, recognized as one of the leading retail investigators, and W. Salmons of the staff of *System.*

* * *

Answering a question in regard to the providing for a definite percentage of markdown when it was a condition of the future, Mr. Stockdale replied that the only way of judging the future was to judge the past. "Everything is uncertain when you project into the future," said he.

* * *

"Sometimes you receive goods in much more favorable condition than at other times. You might not have markdowns this year the same as last," was the statement of one merchant in the audience.

To this Mr. Stockdale replied that merchants would have to take into consideration past experiences in regard to markdown.

* * *

"Should markdown be classed as part of expense?" was next asked.

Mr. Stockdale replied that this was immaterial for the reason that markdown applies only to a limited number of articles in most stores.

* * *

"Don't markdowns affect the percentage of gross profit?" was asked.

"They do," said Mr. Stockdale, adding that where merchants have found it necessary to mark down goods by a certain percentage, that same percentage should be added before computing the net profit.

"If you don't take into account your percentage of markdown you are going to get left," added Mr. Stockdale.

* * *

Another query from the audience was as to whether the warning to "keep stock down" applied to present or normal conditions. Mr. Stockdale replied that it applied to normal conditions and also to abnormal conditions when the market is found to be going down.

* * *

"Why don't markdowns come under depreciation?" was asked.

"The only reason for keeping them separate is so as not to lose sight of them in the shuffle," replied Mr. Stockdale.

Referring to the grocery business in this connection he pointed out that if there was any particular waste in the store it should be put in a separate account in order to distinguish things. At this point a grocery merchant injected a little humor into the situation by asking why the merchant should keep groceries until they were classed as waste.

Dealing further with the subject of markdowns and depreciation and their relation, Mr. Stockdale pointed out that if there was no considerable amount of markdown it might be classed as depreciation, but if a large amount it should be kept separate so that it would always be before the merchant. He added that there was practically no depreciation on stock which turned over eight times a year.

* * *

"Does the rule applying to turnover apply to long-time sales?" was asked.

"Be careful when you talk of turnover to distinguish between capital and stock turnover," said Mr. Stockdale, adding, "a man's capital turnover is undoubtedly slowed down by long-time sales."

* * *

"Are there any recognized margins of profit in the U. S. Courts?"

"No," was the answer.

(Continued on page 55.)

Cutlery Situation Looks More Serious

Importers Have Received no Shipments From Great Britain Since August and September—Supplies Will Likely be Further Curtailed.

IMPORTERS of cutlery are not looking forward with any degree of calmness or placidity to the future. One importer of English cutlery states that he received some good sized shipments in August and September this year of articles that had been on order for months previous. Since that time there have been no further arrivals, and there is little prospect of much coming forward in the near future. Other concerns have been out of the market for some time on English pocket knives, and there has been eager inquiry for goods of this class through the various trade channels. Manufacturers are taking no further orders for English goods as the trade in that country is now largely disorganized through the lack of help. United States manufacturers have been sending their lines into this market and there has been a good trade in this quarter. One importer who in ordinary times depended largely on lines of British manufacture has found that his selling operations have been greatly augmented through his ability to secure goods in the United States. Some Japanese lines of cutlery have been coming into the market also, but this trade is still in an experimental stage as some have preferred to wait until the worth of the goods has been firmly established. Some samples that have reached this market, however, indicate that the manufacture of cutlery is making rapid strides in Japan.

Manufacture in Canada

There is practically no manufacture of cutlery in Canada as yet owing to the limited field. Certain kinds of table cutlery, such as knives, are being manufactured in a small way. Reports were current a short time ago that there was probability of the establishment of a cutlery factory in Canada, but as yet nothing very definite has taken place in this respect. One dealer points out that the field in Canada would seem to be too restricted to hope to compete with large English and United States manufacturers. The country with a population of eight million has not the market possibilities of a country with one hundred millions. It is the volume of dozens of certain types of pocket knives that enables the manufacturers to turn them out at a reasonable price. One large manufacturer in the United States recently received an order for 3,600 dozen of a single number. This would be 43,200 pocket knives of the same type. Such an order would be impossible with a Canadian manufacturer unless perchance he specialized on a particular kind of knife and confined his attentions to a very few numbers. Large manufacturers of cutlery have hundreds of different patterns of pocket knives in their complete line in order that all classes of trade may be catered to. The cutlery business is one of the highly-specialized industries which requires a large territory from which to draw trade. Canada has the area, but the population is still somewhat scattered. As the country fills up with an agricultural and manufacturing population there can be no doubt but that the cutlery business will be of growing importance. In the meantime Canadian importers are giving some thought to the matter of immediate supplies for this market. With the shortage of labor both in Canada and the United States becoming more acute there is the possibility that supplies from the United States will come forward in ever diminishing ratio. One dealer who has been selling lines of United States manufacture for some time past stated that he has been unable to get further orders placed in that market since the spring of this year. Goods that were on order have of course been coming forward. Inquiry for cutlery has been quite keen and sales from existing stocks have been very good.

Harness Market is Very Firm

Recent Heavy Purchases of Harness Leather From Canadian Tanners by United States Harness Manufacturers Has Advanced Price in Canada 4c to 8c Per Pound.

AS the result of the big demand for harness leather in the United States a very firm situation has developed in Canada. The United States Government recently placed orders for harness that required 355,000 sides of leather. To secure this amount the manufacturers of leather scattered abroad to secure the leather from whatever source they could. They came into Canada and made purchases that will take the output of Canadian tanneries on this leather for the next three or four months. One of the direct results has been an increase of from 4c to 8c per pound in the price of harness leather within the past week. The buying movement on the part of the United States started out three or four weeks ago and all Canadian tanners are now busily engaged on this class of harness leather. Harness leather which two or three weeks ago sold at a range of price from 64c to 69c per pound has been advanced until the range is now 72c to 73c per pound. The manager of one of the large leather concerns is authority for the statement that this increase would represent an increased cost of $3 to $4 in a set of heavy team harness.

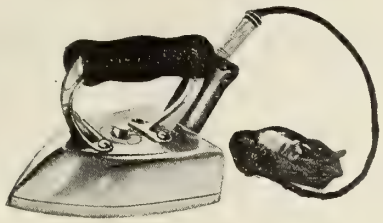
Harness Manufacturers Booking

At the present time harness manufacturers are engaged in booking orders for spring delivery. Since the beginning of the war there has been an approximate advance of 33 1-3 to 40 per cent. in the price of harness. The last recent advance in the price took place in the early summer. Manufacturers are now anxious to book for spring delivery in order that their factories may be kept running during the winter. They usually protect themselves in their purchases of leather for some six months in the future. Contracts that have already been placed by some concerns will see them through with their spring orders without the necessity of advancing prices. Others who have not protected themselves so far into the future on their leather purchases will find that the dearer leather will be reached much sooner. As soon as the dearer leather is reached the price of harness will necessarily have to follow upward.

Expect Good Year for Harness

Harness manufacturers in the West and those who have headquarters in the East with branches in the West are anticipating that the coming season will be one of good business. The farmer in the past year or two has not been making heavy purchases of harness, but has been getting along with his old harness as best he could. With the prosperity that has come to the West during the past three years as the result of good crops and good prices it is expected there will be a readiness to buy when the time for plowing comes round next spring. Eastern farmers have been inclined to get along with the minimum purchases of harness during the past three years and while the trade is expected to be good in the East next year, the greatest increase is expected from the West.

Wholesale dealers in harness hardware such as bits, snaps, rings, whips, curry combs, and similar lines cannot see any lower prices in the immediate future. In fact the tendency to them seems to be in the opposite direction. In seeking to place orders with manufacturers they have been unable to obtain them except at advanced prices in many instances. The curtailment of the amount of steel available for the domestic trade by reason of the increased tonnage required by the United States Government for war purposes is making the manufacturers compete eagerly for any available stocks. While the price on steel and iron has been established by the United States for purchases that the Government will make there is no stipulation that the prices shall apply to the domestic manufacturing trade. As a result there is a constantly firm tendency in these lines to domestic manufacturing concerns. With an increased demand for harness next year it is anticipated there will also be a good demand for harness hardware.



Electricity Solution to Labor Problems

As It Applies to Household—Breakfast Cooking While Housewife Sleeps—Washday Holds no Terrors—Ironing Day Prospects Brighter—Cleaning the Rugs and Carpets—The Electric Stove—Electricity on the Farm—Four Weeks For Xmas Trade.

THE continued drain on available labor has affected the retail hardwareman as well as the industrial, farming or household activities, but in the labor shortage a splendid opportunity is presented to the hardwareman to develop sales to the householder of real labor-saving devices in the form of the many electrical conveniences now on the market.

As It Applies To the Household

It might be well to look over the duties of the household and then consider how the labor entailed by the old methods may be very largely eliminated. Starting with the early morning duties of preparing breakfast, there follows as the day of the week dictates, washing, ironing, sweeping and sewing or the everyday preparation of meals, dish-washing, etc. For the cool nights of fall and winter before the furnace is started, there is the question of heating and

on the hot, suffocating days of summer the problem of how to keep cool—these might also be taken into consideration.

Breakfast Cooking While Housewife Sleeps

The majority will confess a desire to sleep as late as possible in the morning and usually breakfast means a decided rush, once the ordeal of rising is over. Electric stoves of all sizes and styles have been devised, one of the latest of which to be installed is the automatic electric stove.

The automatic electric stove would already be performing its function of cooking the porridge (which was prepared the previous night) while sleep still enshrouded the household. By setting the switches and time clock for the morning meal there is no worry—no rush downstairs to get the fire started—the breakfast is already well under way when the housewife arises.

There is no hard work entailed in inserting the plugs which connect up the electric grill, the electric percolator and the electric toaster. In less time almost than it takes to write, the bacon is sizzling, the coffee is "percking" merrily, the toast is being made, and by the time friend hubby and the family come down, their breakfast is ready for them.

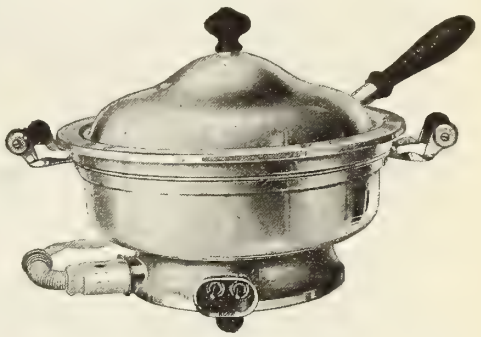
Consider the appeal in this which the hardwareman can make, not only to the housewife but to the man of the house. Every man, if he had an opportunity, would enjoy his breakfast so much more if it were always ready and waiting for him—if he didn't have to get up and start the fire or have his wife perform this menial task.

Even Dish-washing Difficulties Overcome

Then there is the dish-washing, a messy, time-consuming process under the old method. Electricity has come to the assistance of the housewife again and dishes can be washed thoroughly in boiling hot suds, rinsed thoroughly in hot water and—dry themselves.

Wash-Day Holds No Terrors

The back breaking, tedious, all-day job of washing is no more a necessity—the scrub board can be thrown into the discard—the electrical housewife piles her clothes into her electric washing machine, turns on the hot water, adds soap and turns a switch. It takes only about 15 minutes for that lot to be done, rins-



ing is easily accomplished and the motor-driven wringer takes care of its work easily. Under circumstances such as these, washing can usually be done in a couple of hours, the clothes out on the line and the housewife ready for other duties rather than done out for the rest of that day and probably the next.

Even Ironing Day Prospects Brighter

If washing day formerly held terrors for the housewife, no less was this apparent when ironing day followed and the rule was to stand over a scorching hot fire. Now the electrical housewife connects her iron to a light socket and has no troubles changing her iron every few minutes to get one that is hot—her electric iron is always hot and in summer weather can be carried outside if desired without the necessity arising of tramping back and forth to a hot stove.

Cleaning the Rugs and Carpets

Perhaps no more tiring duty in the house exists than that of sweeping—it just seems to take the best energies of a whole day, but even that has been overcome by doing it electrically. The

(Continued on page 55)

EDITORIAL COMMENT

EDITORIAL BRIEFS

CHRISTMAS is only four weeks away.

* * *

NOW for the home stretch on the Victory Loan—make all the previous records look like the work of amateurs!

* * *

DECEMBER 1 closes the lists to the Victory Loan. See that your name is down as one of the subscribers and to the bottom of your pocket book.

* * *

BEATING the Kaiser—the Victory Loan will aid in attaining this result more quickly. Have you subscribed to the limit of your ability? You should!

* * *

WHEN it comes to real, useful and beautiful Christmas gifts the hardwareman has the variety to satisfy the most exacting. It's a point to remember in your newspaper advertising—your store interior and windows should make it increasingly evident.

STEEL AND IRON PRODUCTION THREATENED

LATEST advices from the United States indicate that the decided curtailment of production is an alarming feature in the iron and steel industry. This is said to be resulting from inadequate supplies of coal and coke; some blast furnaces continue banked, and in some districts mill and furnace production has been cut down anywhere from 25 to 50 per cent.

Government requirements are being felt by the almost continuous stream of orders pouring in on the manufacturers. A huge tonnage of shell steel is going to domestic manufacturers and it is understood that producers will furnish large quantities to Canadian manufacturers who are getting shell contracts from the United States Government.

It is stated that the inquiry for pig iron is in excess of sales due to a growing shortage in some grades. The irregularity in furnace operations and war demands make open tonnage uncertain, hence sales are being executed carefully and in some specialties it has been necessary for buyers to pledge that the metals will not be used for non-essentials of war.

Adjustment to the new scale of prices adopted is proceeding rapidly and with the manufacturers' committee working almost continously it is expected all prices will soon be in line with those already fixed.

The requirements of the Government are now assuming such proportions that the steel consuming trade is experiencing the first break between industries which are essential and those non-essential. Priority rulings multiply and there is no doubt but that the steel scarcity in certain lines is increasing, which means the list of those businesses affected will continue to grow.

THOSE OLD ACCOUNTS

ELSEWHERE in this issue appears a form of letter which many retailers can adopt with assurance of a fair measure of success in their collection campaign against those old accounts and in favor of the Victory Loan. The final drive until December 1 should result in swelling the splendid returns now in for our country. Getting a sure 5½ per cent. return on those old accounts when invested in Victory Bonds is certainly better than trying to collect the interest and running the risk of complete loss when left outstanding. Making the appeal that you with to invest the returns in Victory Bonds will strike a responsive chord with many of those who owe you accounts—with those whose sensibilities are dulled to any reasonable request, stiff action should be taken to assure payment.

It may be that returns will not be exceptionally large in the time remaining but the use of this collection letter may bring in returns from sources which you had almost given up as productive. Most certainly all means possible should be employed to clean up those old accounts—action right now will mean that you can invest more money where you have the backing of the whole of Canada as security.

THE CHRISTMAS TRADE OUTLOOK

IN this issue of HARDWARE AND METAL appear a number of articles dealing with the Christmas outlook from the hardwareman's standpoint. There is no question of doubt but that in soliciting gift business the hardware merchant has a wide field for his activities. There is such a variety to his stock that his

appeal may be made to all the members of the community which he serves. This is of such real value in itself that aggressive measures to secure Christmas business are sure to be rewarded as never before.

There remain only about four short weeks in which to make a strong effort to secure your share of this holiday business. The hardwareman is undoubtedly gaining greater prestige each year as a disperser of gifts that are useful and there should be a splendid opportunity to smash all records this season. From express wagons to cut glass, there should be something for each member of the family —there is no time to delay in presenting your case— make former December records look small and the finish to the year's work big. 1918 will present a far brighter outlook when the records of this year's business are a matter of congratulation to yourself.

THE POSITION OF CUTLERY

REVIEWING the action of the British Government in prohibiting the manufacture of stainless steel for cutlery *The Ironmonger,* England, says in part as follows:—

Although the cutlery manufacturers from motives of public interest have refrained from protesting against the Order prohibiting the manufacture of stainless steel for cutlery, they realize fully that the measure will deal a serious blow at the trade, and cause a heavy loss of turnover. In consequence of the popularity of stainless knives, the embargo on the use of open-hearth steel for table cutlery was felt only to a limited degree, as shell-discard material has sufficed for most of the cheaper classes of goods. There is no restriction upon the use of crucible or shear steel in cutlery making, although this material is scarce and expensive, and does not lend itself to mechanical forging as open-hearth steel does. It has been necessary to advise customers in the Dominions of inability to execute orders in hand representing many thousands of pounds sterling, and it is feared that much of this business will be lost to Sheffield because a large proportion of the public are buying stainless knives. Stocks in the hands of Colonial shopkeepers are, however, so low that it is believed that they will need all the cutlery that can be supplied to them irrespective of type, quality, or price. Already cables have been received advising that if stainless cutlery is unobtainable, knives made of shear steel may be substituted. Fears are expressed lest the embargo should enable American makers to capture Sheffield's overseas trade in stainless cutlery, but the situation in the United States is not very clear. The American public is keen on this cutlery, and has bought a large quantity from Sheffield. One of the largest American cutlery-manufacturing houses announced early in the year that for the future it would only sell stainless table knives, but it is not known whether this firm had arranged to have its steel made at home or to import it. The situation is complicated by the fact that the Sheffield inventor of stainless steel holds a patent for it in the United States.

THE COST OF BUSINESS

THE investigation of the William Davies Company brought to light one pregnant fact with regard to business, and that is, that the retail business, however favorably situated and however well conducted, entails a very heavy charge for administration. Unquestionably the William Davies Company's retail stores do business under conditions as favorable as those of the average retail store, even if not more so. They handle largely the products of their own firm, which it is presumed they buy on favorable terms. It is well then for the trade to consider a few figures brought out during the course of the investigation. The sales of the Toronto stores of the Company during 1915 totalling $1,697,274 earned a gross profit of 21.4 per cent. After deducting the costs of operation the net profit amounted to 3.89 per cent. During 1916 the sales were $1,496,148, operating expenses were 19.3 per cent., showing a net profit of 2.7 per cent. In 1917 sales of $1,499,408, after deducting operating expenses of 20.25 per cent., showed a yield of 2.62 per cent.

The history of the Ontario stores showed a similar story. In 1915 a gross profit of 21.46 per cent. was reduced to a net profit of 4.38. In 1916 gross profits of 21.8 per cent. showed a net profit of 4.76. In 1917 a gross profit of 22.99 showed a net profit of 3.11.

These are facts that it behooves every merchant to ponder. These records show that it cost this company over a period of three years an average of something over 19 per cent. to do business. These stores are carefully managed, with an eye to producing profit. They are, as has been stated, favorably situated for cutting this cost as it, possibly, cannot be cut by the average merchant. The inference is obvious, that unless a business is producing at least 20 per cent. it is standing still as far as profits are concerned. If it is producing less, then the merchant is on the high road to bankruptcy.

Still another point is made manifest by these figures, and that is, that it cost more to do business in 1916 than it did in 1915 and more again in 1917 than it did in 1916, and it is a fairly obvious deduction, reasoning on present conditions, that costs in the coming year will be still higher.

The point that we would make in this connection is, that it is absolutely imperative that the merchant should know exactly what he is making, and exactly what it costs him to make it. A general idea will not do. Anything less than an accurate absolute knowledge is business suicide.

Victory Loan Justifies Democracy

This brief address on the character and meaning of the Victory Bonds delivered by Wm. C. Noxon, one of the foremost bond experts in Canada, before the staff of the MacLean Publishing Company, contains so many striking statements and such clear exposition of some of the technical points in reference to the bonds, that is is believed it will be of deep interest to all our readers. For that reason it is reproduced herewith.

"IN the first days of war," Mr. Noxon began, "Britain was able to raise all the money required to finance the war, herself, but when she had to advance money to the Allies it was necessary for Canada to do the bulk of her own financing in connection with the war. Something in the nature of a contra account was opened and now, while Britain pays our soldiers and looks after other expenses overseas, she charges them to us. In return we pay for Britain's purchases of wheat and manufactured goods in this country and charge them to her. That is why we must raise money here. If we are called upon for too great an amount Britain will provide the difference.

"We are helping to keep the industrial prosperity going and to help the Allies in the war. As an illustration of how this plan works out, Canada and the United States recently put up $400,000,000 between them to move the wheat crop, knowing that Britain would not want to send this money out.

"The Government and the people are bound together by the principle that underlies other institutions and it is this principle that is at stake. It is a question of whether 'might is right' or 'right is might.'

"This money is borrowed from the people by the people. A Government is only so strong and wealthy as its citizens character and wealth is good. An ordinary bank note you accept willingly and with complete confidence, and yet that note has behind it the same security as this bond. The difference is that the bill is payable on presentation at any time without interest, while the bond is a promise to pay at a specified time with interest.

"Every bond is an agreement, but bonds are different in character. The Government bond or debenture is a straight promise to pay gold for the paper when due. There are coupons attached stating that so much interest is payable at certain dates at the set rate. The bond with the coupons, is payable in most cases 'to bearer' in order to facilitate handling. If they are burned you can get new ones issued providing you have some evidence to show you possessed them. They are so designed that they can be passed through the ordinary channels of business with ease.

"Government security affords the highest possible security for borrowing purposes. The bank lends 90 cents on the dollar on government securities. That is value enough, and furthermore a bond is a recommendation. A man who owns government bonds is well thought of by the bank and it will help him in borrowing money.

"The most profitable bond from the standpoint of profit is the longest term bond. The most interest in the meantime is on the shortest term bond, because the Government gives every person a bonus which is not apparent on the face of it. On the 20 year bond you get 5.60 per cent. and on the five year bond you get 5.80 per cent."

Mr. Noxon pointed out that with money available at 4 per cent. under normal conditions, the owner of a Government bond at 5½ per cent. interest would be getting $5.50 per year on a $100 bond while the other money lender would be getting $4. On this basis, Mr. Noxon pointed out that the bond would sell at a premium of $112 at the end of ten years. With interest added to this it was evident that the bond repaid interest at the rate of 6¾ per cent. as compared with 5.80 per cent. on the five year bond.

"In the meantime" said Mr. Noxon "the money is not absolutely tied up, and the bond will sell better than any other securities. Wealthy corporations of the United States buy bonds from 100 to 200 years recognizing that the investment opportunity is so favorable."

Mr. Noxon stated that in his opinion Canada would recover quickly from the effects of the war and he pointed to the day when Canada would be one of the greatest countries in the world.

"It is desirable that all be done to end the war. We have no desire to prolong it, but to drop it now would be to return to worse conditions in a short time.

"We want to prove to every country of the world that democracy does not breed selfishness, but that it breeds wisdom, fellowship and self-sacrifice. If we cannot prove that we had better take an autocratic government.

"There is no question about what these bonds are worth. The purchaser rises in the opinions of his fellow people. And there is no question about the country needing it. Canada with 7,000,000 people should be able to put up $300,000,000. The greatest number of subscriptions will prove the strength of democracy.

"Sacrifice is the highest form of patriotic privilege. The country is governed by principles so democratic that, being right, you feel you have to see this thing through to the end."

(Continued on page 67.)

Yourtown, November 23, 1917.

Dear Customer:

This letter has to do with Victory Bonds.

Like you, probably, we wished to subscribe for as many of these as possible. But we found ourselves unable to take as many as we would like—for the simple reason we had not the ready cash necessary.

Our business requires a fair amount of cash on hand for its effective operation. Besides which our customers, taking them all and sundry, have several hundred dollars of our money.

You can see that an unpaid bill is pretty much the same as money lent. We are writing you now because there is a sum due to us from you—as per statement enclosed.

It would help us to subscribe for Victory Bonds—and so serve our common country—if you would promptly respond to this request for payment of the account as rendered. While the sum by itself may not be very large, yet when one takes into account all amounts owing by all our customers, it really amounts to a very considerable sum that we have loaned to our customers. Now if we had Victory Bonds, the country would be better served, and our money would be earning us 5½% interest.

You know how delightful it is when all who may be owing you money settle up. It is good for them and you. Well, it is just the same in our case: we will all feel much better if you will drop in and say to us "Please receipt this bill." Or if you will send a cheque it will be the same thing.

We are really counting on your prompt response to this appeal.

Yours very truly,

JOHN BROWN, your Hardware Dealer.

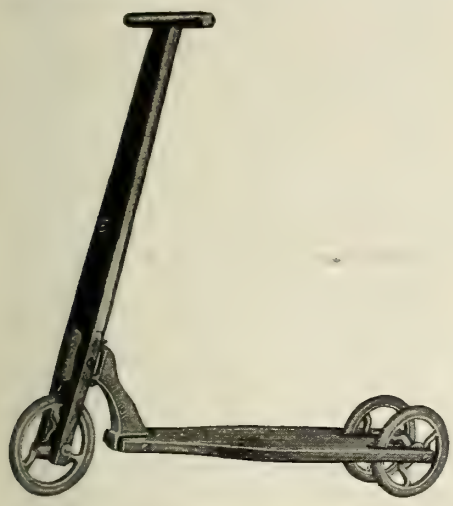
Here is a letter the merchant may use with profit to his country and with profit to himself.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ROLLOMOBILES AND RIDAMOBILES

E. C. Stearns & Co., Syracuse, N.Y., are putting on the market rollomobiles and ridamobiles for children. It is claimed that no better means of safe, exhilarating fun for the kiddies exists than that obtained through the use of the



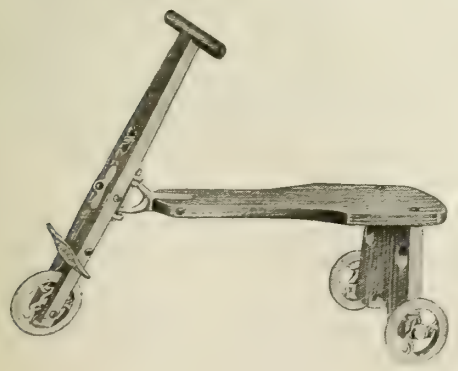
A Rollomobile.

rollomobiles and ridamobiles. There are nine different models, six of the rollomobile type and three of the ridamobile.

The rollomobiles are built for youngsters to rest one foot on and push themselves along with the other. There are three two-wheel and three three-wheel types from the plain steel wheel to the rubber-tired article. The steering post has a T handle which it is claimed makes it easy to guide properly.

The ridamobiles are to sit upon, the construction otherwise being similar to the rollomobiles. There is one plain steel wheel and two rubber-tired steel wheel types and on each side of the steering post is a step on which the feet may rest when coasting.

It is stated these are finely finished,



A Ridamobile.

durable, strong and constructed with no corners or sharp points to hurt children's hands or clothes.

BAITS AS CHRISTMAS PRESENTS

By putting their baits and reels in holly covered boxes, the South Bend Bait Co. of South Bend, Ind., claim to have made a departure which will influence many sales during the Christmas season in the sporting goods department of any hardware store carrying same. The baits are put up three and six in neatly divided boxes and the reels in individual boxes. The attractiveness of these baits is due in a great measure to the successful blending of bright colors.

ELECTRIC AIR HEATER

A new electric air heater has just been placed on the market by the Canadian General Electric Co. of Toronto. It is claimed to be of great service for the bathroom, sickroom or nursery and to be made so substantially that it will last for years. It can be attached to any lamp socket and it is stated costs very little to operate. This heater is light in weight and may be moved wherever required, and is supplied with 8 feet of cord and attachment plug.

GIANT BOILER TUBE CLEANER

I. H. Culp, 269 York St., Hamilton, is putting on the market the Giant Boiler Tube Cleaner, which, it is claimed, is heavier and more durable than others of

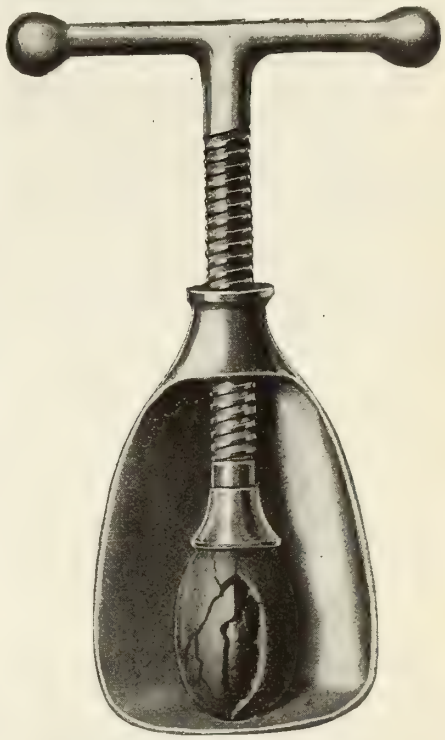
The Giant Boiler Tube Cleaner.

a similar type. These are made in sizes 1¼, 1½, 2, 2½, 3, 3½ and 4-inch and are said to be especially adaptable to cleaning marine boilers. It is stated stock is on hand to take care of all demands and orders are being solicited for 1918 shipments.

IDEAL NUT CRACKER

It is claimed by the Frank B. Cook Co., 326 W. Madison St., Chicago, that the Ideal nut cracker which they are now marketing, cracks the nut without crushing the kernel. It is stated that the Ideal will crack pecans, almonds, filberts, Brazil nuts, etc., and will not scatter the shells over the floor, which is one of the greatest objections to old-fashioned nut crackers. For this reason they claim it is better than a hammer, or any hammer and bowl arrangements.

To use, simply place the nut in the cracker—you will find nut is self-positioning. Place palm of hand over nut



The Ideal Nut Cracker.

and turn the handle. Quick acting.

The Ideal is nickel plated and is packed in an individual folding box.

INDUSTRIAL DEVELOPMENT

Canadian Northern Preparing for Changes After the War

An appointment of particular interest to manufacturers and others interested in the development of the country's industries and resources is that of C. Price-Green to be Industrial Commissioner of the Canadian Northern Railway system with headquarters at Toronto.

The appointment is made in anticipation of the industrial reorganization and development which will follow the conclusion of peace in view of the great number of industrial opportunities on the lines of the Canadian Northern system. The aim of the department is to locate industries and to develop the natural resources along the company's lines.

EVENTS IN THE TRADE

BUSINESS CHANGES

Montreal.—J. E. Naud, hardware, has discontinued business.

Melfort, Sask.—G. B. Jameson, hardware, has sold to Bishop & Moser.

Spring Valley, Sask.—Spring Valley Hardware Co. has dissolved partnership.

Emerson, Man.—C. Whitman (Estate of), hardware and implements, has discontinued.

Bresaylor, Alta.—R. R. Farrell, lumber and hardware, has been succeeded by D. C. Foster & Co.

Stoney Plain, Alta.—Estate of Hardwick & Rosell, general store and hardware, has been turned back to partners.

TRADE NOTES

Red Deer, Alta.—W. E. Lord & Co., department store, are adding a hardware stock.

OBITUARY

Winnipeg.—H. E. Cheney, of H. E. Cheney & Sons, tinsmiths, is dead.

TRADE NOTES

Ottawa.—F. W. Mahon, hardware and stoves, has sold stock and fixtures.

Montreal.—B. Mongeau, hardware, has been registered.

PERSONAL

Lieut. Robt. Horne, son of R. Horne, hardware merchant, of Sudbury, Ont., has been wounded.

William Starke, of Starke, Seybold & Co., is holidaying at Hot Springs, Virginia, and will be absent several weeks.

H. E. Dripps, representing the Miller Lock Company, of Philadelphia, was calling on the wholesale hardware trade in Toronto during the week.

Geo. W. Griffiths, president of the Geo. W. Griffiths Co., Ltd., manufacturers' agents, Winnipeg, left this week for a trip through Western Canada when he will call on the leading wholesale houses. He is expected back early in December.

Geo. A. Merrick, vice-president of the Merrick-Anderson Co., Winnipeg, is spending a few days in Toronto. Mr. Merrick, who is accompanied by J. M. Lynch, their buyer, spent some time in Minneapolis, Chicago, Hamilton and other points en route and expects to go to Montreal and other Eastern cities before returning West.

John M. Lynch, buyer of the Merrick-Anderson Co., Winnipeg, spent a few days in Toronto on business early in the week. Stopovers were made en route at Minneapolis, Chicago, Hamilton and other points. Mr. Lynch reports business conditions in the West as excellent and prospects for 1918 exceedingly bright.

NEW PRESIDENT STANDARD OIL COMPANY

Walter C. Teagle, Head of Imperial Oil Co., Takes Very Important Post

Walter C. Teagle, president of the Imperial Oil Co. at Toronto for the past three years, has been elected president of the Standard Oil Co., of New Jersey. Mr. Teagle has occupied one executive position after another with the chief oil producing and refining companies of the continent—his family has been identified with the petroleum industry for two generations.

Mr. Teagle, who at the age of thirty-nine has been called to an office which ranks among the first five executive positions in American commerce, is widely known in the oil business throughout the United States and Canada.

Like many other modern executives, Mr. Teagle has sedulously avoided publicity. Among his friends—and he has many staunch friends—he is known as an earnest student of industrial and social reforms, and he has introduced many improvements in working and living conditions among the nine thousand employees of the Imperial Company since he assumed the direction of its affairs.

While the chief recreation of the new Standard Oil president might be said to be work, he plays a good game of golf.

INDUSTRIAL

Hastings, Ont.—The plant of the Hastings Tanning Co. was completely destroyed by a fire on Oct. 23. The loss is about $200,000. The Breithaupt Co. of Kitchener controls this concern.

Port Arthur.—Work on the new plant of the Port Arthur Pulp & Paper Co., though held up by the advent of cold weather, is progressing favorably. It is expected that the mill will be in operation early next month.

MONTREAL NEWS ITEMS

P. H. Jagger, of Toronto, representing the Meyercord Co., is in Montreal in the interests of his firm.

Wm. Starke, of Starke, Seybold & Co., has returned after a very enjoyable stay at Hot Springs, W. Va.

The trade here were visited this week by Mr. Potter, representing the Potter Mfg. Co. of Geneva, Ohio.

Jas. Reed, buyer for Caverhill & Learmont, has been indisposed, we regret to say, for the past few days.

A. C. Bowman, with the Russell-Erwin Company, spent part of this week in Montreal, calling on the trade.

A. T. Black, of the Martin-Senour Co., is in Toronto on a business trip and will return to town in a day or two.

Mr. Catlin, of the Corbin Cabinet Lock Co., New Britain, Conn., was a business visitor to Montreal this week.

Mr. North, representing O. B. North Co., New Haven, Conn., is in Montreal on business connected with his firm.

Mr. Brainerd, representing the Brainerd Mfg. Co., of Rochester, New York, called this week on the Montreal trade.

North Bros. of Philadelphia, manufacturers of the "Yankee" tool line and of ice cream freezers, were represented in Montreal this week by Mr. Kinsman.

Many officers of the local hardware concerns are giving fully and freely of their services this week to the end that Canada's great Victory Loan may be a real and decided success. There will be a great deal more enthusiasm still as a result of the splendid example thus set.

ST JOHN, N.B. NEWS

John F. Hourihan, formerly employed with W. H. Thorne & Co., has been killed in action in France.

The Nordin Mills, near Newcastle, N.B., recently taken over by a shipbuilding company, have been destroyed by fire with a loss of about $35,000.

Stanley E. Elkin, general manager of the Maritime Nails Works, has been nominated as the Liberal member of the Union ticket in the constituency of St. John-Albert.

Members of the hardware trade in St. John, always have been among the most influential political leaders in both camps. In the present campaign they are united. Every large hardware concern was prominently represented at the Union conventions which have been held and their members have pronounced in favor of union.

News was received this week that former members of the staff of T. McAvity & Sons have been wounded in France. They are Norman L. Bourne, wounded in the shoulder and back, and Leon C. Vincent, who suffered gunshot wounds in the head.

J. G. Harrison, secretary of W. H. Thorne & Co., addressed the St. John Rotary Club this week on the development of the talking machine, a line in which his company is interested.

N. C. R. CONVENTION OF SALESMEN'S WIVES

The success of the recent convention of the National Cash Register Co. salesmen's wives at Dayton, Ohio, was due in a great measure to the interest and enthusiasm of the women who attended it. President Patterson in his address brought out one new thought which seemed to meet with general approval—that was, the woman should know more about her husband's business and try to help and encourage him as she had never done before. The interest was manifest from the time of President Patterson's announcement and it is hoped the results of the convention will be a decided improvement in business conditions generally.

FLUOR SPAR IN CANADA

Within the past few days, Mr. Dingee, of the Central Pigments Corporation, was in Montreal, and while there appointed B. & S. H. Thompson sole representatives for Canada for fluor spar. This is a well known flux which has formerly been hard to procure, but electro furnace manufacturers will now be in a position to obtain their requirements from this firm on short notice.

A. RAMSAY & SON CO. CONVENTION

Results of Year's Business Satisfactory —The Slogan "Buy a Victory Bond" in Favor

The A. Ramsay & Son Co.'s Annual Sales Convention was held in Montreal last week. It was announced that the year's business had been highly satisfactory and every confidence was expressed as to the future. As the convention took place at the time when the Victory Loan campaign was in full swing, "Buy A Victory Bond" was naturally and appropriately adopted as the slogan throughout the convention, and the entire selling force are now subscribers to the loan.

BUYS BONDS FOR 13 CHILDREN

From Winnipeg comes the news that Adhemar Renuart, general merchant, of St. Pierre, Man., has purchased 18 separate bonds for members of his family. Thirteen are for his own children, and besides he bought a bond for his wife, one for his aged father, one for his brother, one for his brother-in-law, as well as one for himself. The total amount subscribed was $3,000.

NEW GLASS MANUFACTURER

The Humphrey Glass Co. are building a glass manufacturing establishment in Moncton, N.B. They anticipate manufacturing bottles from ¼ oz. to 36 oz., also fruit jars, milk bottles, prescription bottles as well as lamp chimneys. It is expected this industry will prove beneficial to Moncton, and to all the Maritime Provinces. It is stated that conditions are very favorable at this point for the manufacture of glass.

ELECTRICITY SOLUTION TO LABOR PROBLEMS

(Continued from page 49)

vacuum cleaner run over the rugs and carpets does the work better and with no more tedious operation than that of guiding the sweeper over the surface to be cleaned.

The labor shortage is felt by the housewife very keenly when planning her new dresses or clothes for the children. It is so difficult to get things made when they are wanted that the electrical sewing machine is brought into the home and the money saved in dressmaking bills will soon overcome the initial outlay involved; besides this, there is the pleasure now possible in doing these tasks herself.

The Electric Stove

Turning a switch is all that is necessary in operating the electric stove. The automatic can be set so that the dinner will start cooking at a certain time—the heat will be regulated to the proper degree—and there need be no hurry and flurry to cut short an afternoon visit or shopping expedition. Arriving home at six o'clock everything is practically ready to serve and no difficulty is entailed in the serving. Other models of electric stoves are available and their convenience in use would indicate a steadily increasing demand.

Labor Saving—Comfort Giving

In looking over the many appliances being used successfully and increasingly by the electrical housewife, there is found the percolator, the toaster, the grill, the stove among those which are materially helping in the cooking. For the heavy, tedious tasks, the electric washer, sweeper, sewing machine and iron do much towards lightening these duties. Among the many other things which add to the comfort of the home might be enumerated the electric fan, electric heater, heating pads, etc.

In the days of summer heat when a breath of air would be welcomed and is not available, the electric fan comes to the rescue. Turn the switch, the air is put in circulation, the enervating effects of excessive heat are counteracted.

No less welcome on cool fall and winter nights before the furnace is started, is the warmth generated by an electric heater. The chill in your rooms is removed, comfort is yours in sitting around reading or writing.

For the sick room or for just cold feet, praises are being sung for the electric heating pad on which the heat can be regulated to the desired volume.

Electricity on the Farm

The hardwareman's trade to a great extent depends largely on the farmer and if the shortage of labor which he feels most keenly has some possibility of great relief, it might well to study carefully the steps possible electrically in this respect. It is true that perhaps a very small proportion of farmers are so situated that they enjoy central station current but it is also true that small gasoline-engine driven, electric-generating sets are now available which require comparatively little care and attention.

What would the use of electricity mean on the farm? Farm motors pump water, saw wood, clean and clip live stock, milk cows, drive cream separators or churns and thresh wheat, besides performing the many household duties as enumerated above for the housewife. The prospect of life on the farm is decidedly attractive in view of the possibilities in the use of electricity and with farm tractors and automobiles relieving the pressure in other directions.

Four Weeks For Xmas Trade

,Only about four weeks remain to push the sale of these electrical appliances for the Xmas trade. The sale of real, useful Xmas gifts is where the hardwareman has a strong point to emphasize and this will apply this year as perhaps never before. The foolish knick-knacks are by no means as popular as in former years—the demand is for useful gifts, those which are a reminder every day of the year of the giver. The increasing demand for things electrical is one which can be taken advantage of in suggesting Xmas presents to your customers, which will be appreciated.

Electrical goods classify with the hardwareman's stock and present opportunities for increased business. The small lines lend themselves particularly well to display, and the sale of any of these labor-saving or convenient appliances will establish that friendly spirit in your customers' minds which leads to continued support.

HOW TO MEASURE THE VALUE

(Continued from page 47.)

"Do you advise getting rid of lines of goods which do not show profit even if they have advertising value in the store?"

Mr. Stockdale replied that it would depend upon what it was costing him, and added that he knew of stores that kept lines for their advertising value alone.

"Could these lines be placed on a paying basis?" was asked.

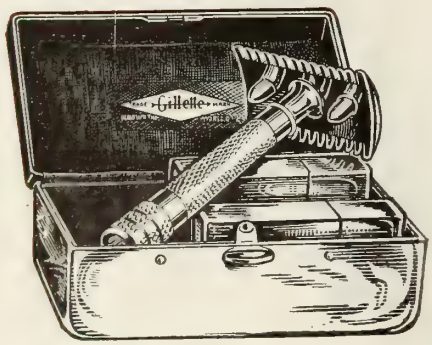
"There is no line that cannot be made to pay if conditions are right," replied Mr. Stockdale.

Returning to the question of departmentalizing the store, the question was asked as to whether it would be advisable to get rid of that section of the store whose departments merely "broke even" and to maintain only that portion of the store which showed a profit.

Mr. Stockdale replied that it would not be advisable. "I would first endeavor to put those departments on a paying basis, and then if all efforts did not avail I would cut them out unless certain lines were absolutely necessary from an advertising standpoint."

Are You Sure You Have Enough Gillette Safety Razors for a Brisk Christmas Trade?

The Gillette "Aristocrat"
The French Ivory Case appeals to women shoppers and to fastidious men.



Standard Set in Metal Case.
No. "460B."

From the rush of hurry-up orders that pour in on us every year just before Christmas, we know that a great many dealers underestimate their Christmas demand for Gillette Safety Razors and Blades.

With thousands of men being called to the colors, and thousands of boys just reaching shaving age, more Gillettes than ever will be needed for gifts this season. Our Christmas advertising is even more forceful than usual, and sales are sure to break records.

You can make the most of these opportunities only if you have the goods. NOW is the time to go over your stock and send us your sorting order.

Gillette Safety Razor Co. of Canada, Limited

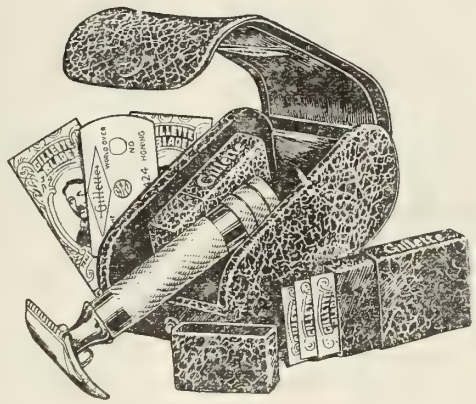
Office and Factory: Gillette Bldg., MONTREAL

Does Your Store Suggest to Everyone a Gillette for Christmas?

Even if you have the most complete assortment of Gillette Razors and Blades in your town, it won't bring home the business for you if you don't impress it on your community.

Christmas shoppers go about with many ideas in the backs of their heads—including the fitness of the Gillette as a gift for a real man. It just needs a Gillette before their eyes, in your window or your store, to crystallize this idea into quick and easy sales.

The Gillette Sets themselves, with their silver, plush and leather, make splendid displays. Our Christmas store cards round out the equipment for window and counter trims that will attract attention and bring across the five dollar bills in a procession that you will find most gratifying. If you are short of display cards, write or wire us NOW.



The Gillette "Bulldog"

The young men like this stocky, sporty "Bulldog" Set.

Standard Set in Leather Case. No. 160

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: Gillette Bldg., MONTREAL

THE CLERKS DEPARTMENT

REMARKABLE CAREER OF "N.C.R." PATTERSON

He Makes Workers Happy and Cash Registers for the Whole World—His Simple Success Recipe.

JOHN H. PATTERSON, who is devoting his life to the making of cash registers—and millions—ranks with the few employers who have chosen to spend much of their fortunes on their own employees. Few, indeed, are the millionaires who have given first consideration to those who have helped them make their riches when it is so much more simple and spectacular to build ornate halls and institutions or to proclaim large profits to this or that organization. B. C. Forbes in his "Men Who are Making America," tells how Mr. Patterson has made of his factory and its environment a thing of beauty, has put joy into work, and has made the earning of a living harmonize with the earning of happiness. He writes:—

The workshop of the National Cash Register Company, at Dayton, O., is a steel and glass palace flooded with light. Through its thousands of windows the workers can feast their eyes on exquisite views. The air throughout all the buildings is changed every fifteen minutes. Hundreds of shower baths are provided and every worker is allowed to enjoy them in the company's time. Of course, there is a hospital with a doctor and trained nurses in attendance; employees receive electric massage treatment free of cost; there are numerous rest rooms for women employees. To avoid the overcrowding of street cars and elevators and to save the women from having to mingle unceremoniously with the men, the former are allowed to start work half-an-hour after the men and to finish fifteen minutes before them. At ten every forenoon and three every afternoon recesses are granted the women workers. The commodious dining rooms furnish midday meals at cost and an orchestra regales the diners with sprightly music.

Every noon hour a moving picture or other entertainment is provided in a hall which seats 1,250, and here those who bring their own lunches may sit and eat while enjoying the pictures, the music and, occasionally, short talks. The men are given the privilege of smoking. By an arrangement with high schools and colleges, vocation training is provided promising youths.

Not one acre of Mr. Patterson's extensive estate, Hills and Dales, is reserved for his exclusive use; every square yard of it is thrown wide open to his employees and to the public. There is not a fence or a locked gate on the whole place. Instead, it is dotted with quaint, rustic camps where all sorts of paraphernalia are provided free for picnic parties—cooking utensils, tables, benches, even flour and waffle machines and distilled water.

A golf course, tennis courts, baseball field and other facilities for recreation are provided, while a large club house permits of dances being held on Saturday evenings and all sorts of concerts, lectures and entertainments throughout the week. There is another club house in the city for the use of employees, and here largely-attended educational classes are held in the winter months.

When he started, over twenty years ago, to treat workers like human beings other employers called him a fool, a fanatic, a socialist, a dreamer. They warned him that coddling labor would bring him nothing but discontent and disaster, but he contended that unless employers showed the working people greater consideration grave trouble would arise sooner or later.

Revolution.

Let us first trace briefly the record of John H. Patterson and the making of cash registers before this turning point was reached.

There were no cash registers when John Henry Patterson was born—December 13, 1844. He was born, almost on the spot now occupied by the National Cash Register Company at Dayton, O. As a lad, one of eight children, he had to work hard on the farm. He received a good education, first in the Dayton schools and later at Miami University and Dartmouth College, where he graduated B.A. in 1867, having previously served in the Civil War as a Hundred Day Man, although then only a stripling.

Set Up As Coal Dealer.

Farm labor had little attraction for the Bachelor of Arts. Commerce appealed to him most, but he could not pick and choose jobs. He wanted to buy and sell things. Having saved a little money, he succeeded in borrowing a little more and set up as a retail coal dealer in Dayton. From selling coal he gravitated to mining coal and iron ore, in partnership with his brother, Frank, in Jackson County, some eighty miles from Dayton.

To enable their miners to obtain supplies, the Pattersons, in conjunction with two other mining concerns, opened a store. Business was plentiful, but profits were nil. At the end of two years the store had not netted a cent notwithstanding that all goods were supposed to be sold on a reasonable margin of profit. There was a leak somewhere.

Birth of Register.

Hearing that a merchant in Dayton had invented a contrivance to keep a record of all sales, Mr. Patterson immediately telegraphed for two of the novel machines. The idea of the cash register had taken birth in 1879, in the brain of Jacob Ritty, a Dayton merchant who, suffering from a breakdown due to overwork and worry in attempting to keep tabs on the details of his business, had started on a voyage to Europe. While in the engine room of the ship one day, he noticed a device that recorded the number of revolutions of the propeller shaft. Why not construct a machine that would record each coin put in the till? Hurrying back, he set to work with his brother, a skilled mechanic, and evolved the first cash register.

Mr. Patterson's was the first order filled. Crude and clumsy though it was, the machine immediately turned the store's loss into a substantial profit. Mr. Patterson's commercial instinct told him that the new invention had unlimited possibilities. "What is good for our store is good for every store in the world," he told himself. At the first opportunity he went to Dayton, investigated the situation thoroughly and, although only a few machines had been turned out, he was so certain of the outlook that in 1884 he bought out the Ritty business and changed the name from the National Manufacturing Company to the National Cash Register Company.

Factory Was Unattractive.

The acorn did not at once grow into an oak. Troubles and obstacles were met at every turn. Construction of the cash registers demanded highly skilled and scrupulously careful workmanship of a novel kind. It was difficult first to teach the workers and then to retain them, as their expert services were sought by others. The factory was located in an unsavory section of Dayton called Slidertown—everybody and everything on the downgrade had a habit of sliding into this section. To work at "The Cash" did not bring a high social rating; in plain language, the better class of young men and particularly young women preferred to earn a living in more respectable surroundings.

John H. Patterson was partly to blame for this unsatisfactory state of affairs. He was not then a model employer. He was neither better nor worse than other factory owners. His interest in his employees was confined to what he could get out of them. And they repaid him in kind. Poor working conditions begot a poor product.

So bad, indeed, did things become that in one year $50,000 worth of machines was thrown back on the hands of the company as faulty.

Patterson Woke Up.

Then John H. Patterson woke up.

He experienced not only a change of viewpoint, but he underwent a change of heart. Adversity taught him humanity. Why should workers treat him with more consideration than he was treating them? Why should they interest themselves in his welfare if he was not interested in theirs? He would adopt a new policy. Also, he installed his own desk in the centre of the factory floor.

With this new spirit in his heart, he went to the factory to study conditions. He saw a woman engaged, as he thought,

in mixing glue in a very unscientific way. He spoke to her. "It's not glue, it's coffee," she told him. Leavings from the previous day were being reconcocted.

Mr. Patterson immediately ordered the manager to arrange to have the women supplied with good coffee every day. He next looked around for other things needing correction. Not noticing any provision for the proper serving of the coffee, he summoned the manager, who gave him a dozen reasons why the factory could not be turned into a coffee house. Mr. Patterson ordered him to rent a house across the street for the purpose. Again there was delay. This time the manager and his assistants were told that dismissal would follow were the reform not instituted forthwith.

Begins Reforms.

The serving of the coffee had an instantaneous effect upon the output of the women. Patterson learned that kindness paid in dollars as well as in disposition. From that day on he never wavered in his determination to improve the lot of his people. One thoughtful innovation after another was introduced and a systematic effort was made to raise the quality and tone of the working force.

Better workmanship and better product brought increased business. Sales increased from a few thousands a year to several score of thousands. Larger buildings became necessary. Slidertown had been cleaned up somewhat under Mr. Patterson's influence, but it was still no Newport or Tuxedo. Mr. Patterson next bought up much of the property in the neighborhood and resolved to spend both money and time in revolutionizing the whole neighborhood.

Most important of all, he engaged the leading firm of architects in America to design a factory building which would be the very antithesis of the ordinary factory. He wanted it to contain every conceivable appointment conducive to the comfort and safety of the workers. He wanted, also, halls for noonday entertainment, for holding of classes, for illustrated lessons and lectures on the different phases of manufacturing the cash register and on salesmanship.

Reforms Boys.

When the glass and steel palace began to be erected Dayton shook its head. Among other things, Patterson was told that the boys of Slidertown would not leave one whole window overnight, that new glass would cost him more than his profits. Patterson took the boys in hand and began to transform embryonic gangsters into young gardeners and young gentlemen. The boys were given individual gardens, received instruction from a head gardener, were shown how to organize themselves into a stock company, were inspired to interest themselves in the work, received prizes and, at the end of the year, were paid dividends from products sold. The company was run entirely by the boys themselves. Also, a club was formed to send city lads to work on farms during summer vacations. This solved the window-breaking problem—and solved, also, problems of more vital importance to the boys and to society.

Bankers Try to Get Him.

His enormous new plant, however, was costing him a mint of money. So were grounds he had bought for the use of his workers and others. The rapid expansion of his business—in two years he sold as many machines as he had sold in the previous twenty-two years—necessitated the tying up of extensive capital.

Like a thunderbolt came the announcement from the bankers that he must pay off loans. Not a dollar could he obtain from any bank in Dayton. This, Patterson's critics and enemies chuckled, would put a quietus to his welfare capers.

It almost did. Patterson, however, was a born fighter. He also was a philosopher. "Thrice is he armed who hath his quarrel just," he reassured himself. It was a time of tight money, and outside banks were indifferent or worse. Finally, however, a New England financier sent a representative to Dayton to analyze conditions. He learned the cause of the trouble and he learned also that the Patterson brothers were men of unimpeachable character, of indefatigable industry, of indomitable will and that they were conducting a growing, profitable business. All this appealed to him and he offered to lend them several times the amount they had asked. Had the character of the Pattersons not withstood the searching test, the history of the National Cash Register Company might have ended disastrously.

Slidertown Spruces Up.

Mr. Patterson's activities on behalf of his employees multiplied. Slidertown began to blossom. Besides the boy club gardeners, grown-ups in the neighborhood became so greatly enamored of the beautiful that, under consistent encouragement, they began to spruce up their homes and to surround them with flowers and lawns.

Mr. Patterson also worked laboriously and against much discouragement to arouse the citizens of Dayton to make of it "The City Beautiful." He threw himself enthusiastically into reforming the administration of the city, then politics-ridden, not to say corrupted. Like most reformers, he made enemies.

Nor did he wholly escape the trouble with workers which other employers had predicted. During a period of acute labor unrest throughout the country, whisperings began to be heard that a section of the Cash Register workmen were to strike. Mr. Patterson's kindness had been misinterpreted as weakness. Some of the men wanted to become masters of the establishment. They imagined they could do as they pleased, that Mr. Patterson would submit to anything. He had made one mistake in the treatment of his workers; some of the privileges, such as taking baths and attending certain of the entertainments provided, were made compulsory. This form of paternalism, naturally, was resented. Mr. Patterson, however, saw his mistake and rectified it.

Closes Factory.

On learning that a strike was to be called by a part of the workmen, he assembled the whole force, explained that he understood some of them were dissatisfied, told them he himself was not wholly pleased with the way things were going and announced that a rest would probably do them and him good. He closed the whole works without intimating when they would be reopened and then went traveling.

At first the prospective strikers were jubilant over their "victory." Within a fortnight, however, other classes of employees began to criticise the malcontents. Another week passed, and still no intimation of re-opening. Inquiries began to be made as to when work would be resumed. No comforting information was forthcoming. At the end of a month things began to be made unpleasant for those responsible for the shut-down. Petitions began to be sent Mr. Patterson to come back and open the gates. But not until two months had passed did he announce that he would return to Dayton although he let it be known that he had been invited to locate his work at other more convenient points.

The whole city prepared to give Mr. Patterson a welcome home with brass bands, public receptions, complimentary dinners, and laudatory speeches. Sober reflection had convinced the citizens that Dayton could not afford to lose Patterson.

He would have none of their joyful reception. Instead he replied by outlining a long list of things Dayton citizens ought to do to make their city more attractive, more efficient and more healthy.

He re-opened the works and there was not another murmur of a strike, and since then he has had no trouble with labor. The true worth of his work for his employees and for Dayton was grasped during the period when there were fears that Dayton would lose both him and his plant, thus emptying thousands of pay envelopes weekly.

When the national mania for trust busting swept across the land the Government did not overlook the National Cash Register Company. Was it not rapidly becoming almost a monopoly? Patterson's reply to that was that he owned the basic patents for cash registers and that he was entitled to fight competitors both legally and commercially. Fight them he did without mercy. Into the rights or wrongs of the Government's prosecution I cannot here enter. A lower court sentenced a number of the officers and responsible employees of the company to a year's imprisonment, but this verdict was quashed by the higher court. The Government did not drop the matter, but started to prosecute the company under the civil section of the Sherman Law, and rather than continue at loggerheads with the Administration for another year or two, demoralizing the whole organization, Mr. Patterson was induced to plead guilty to the technical charge of "conspiring" to build up a monopoly, a business policy which Mr. Patterson had all along contended he was entitled to follow by reason of his exclusive patent rights.

Mr. Patterson declared to me that only the consciousness that he was doing constructive work and setting an example to other employers in the treatment of workmen impelled him to struggle on against both labor and governmental obstacles after he had all the money he needed for his personal and family requirements.

The Dayton Flood.

To the American public the crowning achievement of John H. Patterson was that which won him the title "The Saviour of Dayton," on that memorable day and night of March 25-26, 1913, when the greater part of the city was flood-swept and laid under as much as seventeen feet of water.

It was Patterson who, hours before the flood came, by telephone, by telegraph, by horseback, by automobile, by foot messenger, by every means of communication that could be impressed, aroused the whole city to its impending danger and gave instructions how to prepare for the coming avalanche of water. It was Patterson, too, who summoned his executive and other forces to Industrial Hall, mounted the stage, and showing his famous pyramidical chart illustrating the organization of the company, announced: "I declare the National Cash Register Company out of commission and I proclaim the Citizens' Relief Association." With a piece of charcoal he sketched a diagram of the Relief Association, naming a head for each division of the work and instructing them how to proceed.

From the Patterson factory came rafts and boats—constructed of materials taken from his immense lumber yards—**at the rate of one every seven minutes.**

Saves Many Lives.

By common assent Patterson became the acknowledged dictator of the whole rescue work. Never did military general direct forces with more skill, with more rapidity or to more effect. So brilliantly did he command that when General Wood, commander of the U. S. Army, and Secretary of War Garrison rushed to the scene and viewed the functioning of the Patterson emergency machine they announced: "We can do nothing beyond what you are doing."

A faint glimmer of what Dayton underwent may be derived from the fact that in one improvised maternity hospital twenty-nine children were born during that terrible night.

Purchases Made on Open Market

U.S. Shipping Board Does Away With System of Calling Bids—1,200 Ships With Total Tonnage of 7,500,000—Sailing Ships to be Requisitioned—Director of Steel Appointed.

THE United States Shipping Board has done away with the system of calling bids when placing its contracts for ship equipment and ship deck machinery.

Manufacturers who desire to compete for business should send their price schedules to F. H. Brown, purchasing agent, Emergency Fleet Corporation, Washington, D.C.

Vessels Under Construction

The Shipping Board now has under construction 1,200 ships, with a total tonnage of 7,500,000. There are 400 wooden and concrete ships building, with a total tonnage of 1,500,000 tons; 400 steel ships, with a tonnage of 3,000,000 tons; and 400 vessels taken over from private constructors with a total tonnage of 3,000,000. The Henry Ford automibile factory in Detroit has been turned over to the U. S. Government,

Changes in the Emergency Fleet Corporation have taken place with the entrance of Charles Piez, of Chicago, as vice-president. Admiral W. L. Capps, while still the general manager of the Fleet Corporation, has delegated the most of his power to Mr. Piez. From now on Admiral Capps will have supervision only over actual construction. Matters of policy and business will be controlled by Mr. Piez.

Requisitioning of Sailing Vessels

Possibility of the requisitioning of one million tons of sailing vessels now looms up. Thomas A. Edison, American inventor, has proposed a plan for the installation of engines in these craft, with twin screw propellers.

Navy Department Specifications

The Bureau of Supplies and Accounts of the Navy Department has asked for bids on the following articles:—Cocks, air; cocks, steam and water; cocks, stop; fittings, pipe bends; fittings, pipe unions; gauges for forced draft and forced lubrication; bronze automatic and non-automatic water gauges; pressure reducing valves; radiator and relief valves; brass steam and water valves. Manufacturers desiring to offer bids should write to the Bureau of Supplies and Accounts of the Navy Department, Washington, D.C., requesting schedules 1562, 1563, 1564, and 1565.

Eight of the principal express companies in the United States have petitioned the Interstate Commerce Commission for a flat increase of ten per cent. upon express between the United States and Canada.

During the past week 1,500 flat cars have been rushed to lines operating between the lumber districts and the shipyards.

Director of Steel Supply Appointed

J. L. Replogle, vice-president of the American Vanadium Co., has been appointed director of the steel supply for the Council of National Defense. All demands for steel will pass through the hands of Replogle, working with the War Industries Board. It is the plan of the

U.S. Firms Indifferent About Shells

Manufacture of shells seems to hold little attraction for the American manufacturer; but two firms offered bids on a recent war department contract for 336,000 five-inch projectiles, estimated to cost $4,000,000. Deliveries will be begun

(Continued on page 67.)

Canada Paint Convention

Held at Head Office, Montreal—Enthusiasm Displayed—Optimism the Keynote—Westerners Are Sales Winners.

THE Annual Convention of the Canada Paint Co. was held at the head office, Montreal, all divisional managers and representatives being present. The meeting was in session for four days, and it was indicated that the results accomplished during the past year were most gratifying.

R. Cluxton, the general manager, opened the convention, and greeted the managers and representatives, and acted as general chairman during the whole meeting. Enthusiasm was displayed by the whole staff, and the new plans for the coming year when submitted, met with hearty approval, and it is stated that the new selling plans should assist the dealers, and be real business producers.

Many new advertising features were submitted, and along with the general advertising campaign, will, it is believed, be the strongest this company has yet undertaken.

W. C. Boyd, a western representative won first honors in the sales prize of the company. He was closely followed by another western boy, R. S. Grant. The third place was taken by an easterner, F. L. Clarke. However, this competition was very close, and from the spirit prevailing, it was considered that the competition for the coming year will be the keenest in the history of this company.

The convention closed, as usual, with a rousing banquet, when a most enjoyable evening was spent by everybody.

Sales group of The Canada Paint Co. in attendance at the annual convention held at the head office of the company in Montreal recently.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICE changes during the week have with few exceptions been in the upward direction and include advances in corrugated sheets, conductor pipe, eavetrough, valleys, bridge rolls, elbows, insulating sheathing, wood alcohol, pruners, bass stable brooms, canoes, fan belts, bicycle carbide. There was a slight readjustment downward in some gauges of black and galvanized sheets from the higher levels that have recently prevailed. This is more by way of a settling movement toward levels that had previously been established rather than showing additional weakness in the market. Dealers are of the opinion that the market for black and galvanized sheets will hold around present levels for some time at least. Wholesalers have been asked by manufacturers of ammunition to make up their minds as to the amount they will require for the coming year and to place their orders without delay. Manufacturers intimate that unless contracts are entered into now there will be no ammunition obtainable later on. Most of the manufacturers are busy on war orders and can work to capacity on this class of work without caring much about domestic needs. Wholesale bicycle accessory dealers are now engaged in revising prices for spring delivery. Business in hardware lines is reported good, with the movement of goods toward Northern points served by water now about finished.

MONTREAL MARKETS

MONTREAL, Nov. 21.—The jobbers here are quite pleased with the volume of business secured. With the holiday season not far distant, there is a very good movement of sleigh bells, skates, hockey sticks and other lines used in winter sports. The movement of cutlery is very good and some English cutlery is figuring prominently. Some dealers have had a good demand for heating stoves and ranges, and are prepared to go ahead with the manufacture of spring stock. Prices generally are very firm, and while there are very few changes, there seems little prospect of lower quotations in the near future. A great many of the river boats have already laid up for the winter and others will be taking winter quarters soon. Altogether, for this time of the year, conditions are reported satisfactory.

Demand For Shelf And Heavy Hardware Normal

Montreal.

SHELF AND HEAVY GOODS.—Jobbers here are receiving a satisfactory volume of orders from country points. It is now apparent that the retail trade is realizing the nearness of the holiday season and lines which will be in demand are moving out freely. Prices are firmly maintained on all shelf and heavy goods and there is no apparent reason to expect changes of a downward nature. Some heavy lines are now in smaller demand, such as pipe and fittings, as outside work is pretty well finished up for this fall.

Sorting Orders Are Fair For Standard Wire Nails

Montreal.

WIRE NAILS AND WIRE.—The business received for wire nails is small, there being a fair sorting demand only. It is presumed that stocks in the hands of retailers are fair, but at some points these must be getting low, as there are some towns and districts where a considerable amount of building has been going on. It is unlikely that in such cases, however, there will be any tendency to buy largely before the first of the year, at which time some activity is anticipated in connection with placing orders for spring delivery. The base price here for wire nails is $5.50 per keg, and for cut nails $5.75. Smooth steel wire is quoted at $6.50 base, per 100 lbs.

Demand For Iron Pipe Is Somewhat Quiet

Montreal.

IRON PIPE.—There has been a decreased demand for iron pipe with local jobbers owing to the approach of cold weather, when outdoor work of many kinds is halted. Pipe has moved very freely up to the present, and dealers here have been well satisfied with a good general sorting business. A few late shipments have been made, with prices firm and unchanged. These will be found elsewhere in current quotations.

Bar Iron And Steel Are In Limited Demand

Montreal.

IRON AND STEEL.—There is a firm tone to the iron and steel market with prices unchanged. Jobbers have had a good sorting business, but this is inclined to be of smaller volume and retailers are ordering in limited quantities. With the cold weather approaching, doubtless, there will be some increase, in the demand for certain kinds of mild steel, sleigh shoe steel and horseshoe iron. Prices being asked by the jobbers here are as follows:

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Importers May Secure Some Supplies Tinned Iron

Montreal.

SHEETS AND PLATES.—There is still the uncertainty and the dissatisfaction regarding steel plates, tinned iron and all other sheets that has existed for some time. Once in a while the importers here see a slight ray of hope regarding some small deliveries and they are bending every effort to get supplies. One importer here is hopeful of securing a quantity of tinplates a little later, after the needs of the United States government have been satisfied for food containers, of which there seems still to be a great shortage. He states that there is some prospect of small tonnage being available for the Canadian trade. Another large importer hopes to secure delivery ere long of some tinned iron in the large sheets. Canada plate is very firm and an advance is recorded here of 50c per box, making the price $11.75.

MONTREAL—

BLACK SHEETS—	100 lbs.
10 gauge	$12 50
12 gauge	11 60
14 gauge	11 50
16 gauge	10 75
18-20 gauge	10 25
22-24 gauge	10 40
26 gauge	10 45
28 gauge	10 55
GALVANIZED SHEETS—	
10¾ oz	11 05
24 gauge	10 45
22 gauge	10 45
20 gauge	10 30
18 gauge	10 15

Demand Keeps Good For Stoves And Heaters

Montreal.

STOVES, HEATERS, ETC.—Manufacturers of stoves report a reasonably good business in these lines, their main complaint being that of scarcity of material. However, they have been able to take care of this fall's business nicely, which will be a source of satisfaction to themselves as well as to their customers. This weather has had a real effect on the oil heater trade, which has been brisk and has extended over a long period. The manufacturers of oil heaters state they have had ample supplies to meet the demand, and one big maker states further that he has ample supplies of material for the manufacture of his spring line of stoves and ranges.

Coal Oil Supply Good; Gasoline Holds Steady

Montreal.

GASOLINE, COAL OIL.—Gasoline is moving out very well still. Last week we stated that the demand was decreasing, and while it did, to some extent, the continued fine weather here permits of the use of automobiles, with little discomfort to the owner. Coal oil has been selling freely and the increase for this is noticeable. So many oil heaters are in use that a great deal of oil is consumed, while with the short days country dealers are selling increased amounts. Royalite is selling at 17c, Palacine at 20c and Electroline at 20c. Gasoline 32½c per gallon.

All Lines Hemp Scarce; Rope Is In Firm Market

Montreal.

ROPE AND CORDAGE.—There is a great deal of difficulty confronting manufacturers of rope owing to the shortage of the raw materials they require. It is practically impossible to secure any delivery of Russian hemp and the supplies of Italian hemp are also very scarce. It is likewise impossible just now to secure definite quotations from these manufacturers, and wholesale dealers here feel the situation keenly. The sorting business is very good for the season of the year, and occasionally a government order comes along which helps the volume of business. Prices as quoted elsewhere are firmly maintained, with no likelihood of lower prices.

Lead And Shaped Products Are Firm But Unchanged

Montreal.

LEAD PRODUCTS.—Little interest centres around the lead products market this week. There is some demand of a sorting nature. Here and there some plumbing contracts are being finished up before the cold weather, and the plumbers, having bought their needs for the most part, require odds and ends. Prices quoted herewith as follows:—

MONTREAL—

Lead pipe, lb.	$0.15
Lead waste pipe, lb.	0.16
Lead traps and bends	10% on list
Lead wool, lb.	0.15
Lead sheets, 3 lbs. sq. ft.	0.13¾
Lead sheets, 3½ lbs. sq. ft.	0.13¾
Lead sheets, 4 to 6 lbs. sq. ft.	0.14

Old Material Demand Weak; No Change

Montreal.

OLD MATERIALS.—It is stated that those who use old materials to any extent secured rather heavy supplies some weeks ago in favorable markets. This has occasioned a very dull and uninteresting market here, and there is, as has been the case for some little time, but very little movement. The U.S. government's set price of 23.50c per lb. on copper will hold old heavy copper at its present price of 22c. There have been no new prices quoted this week, but the tendency, dealers say, is to a weakening of the market. The following prices are being paid:

MONTREAL—

Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	25 00	....
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 08	....
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 05½	....

Tin Market Feverish; Lead Demand Limited

Montreal.

INGOT METALS.—Tin is still the centre of interest and its condition is very feverish with a firmer tone, and a little higher price quoted. The changes at London and New York are frequent and in some instances large.

COPPER.—With very little demand, copper remains unchanged at 34c per pound.

LEAD.—Lead trading is small, and orders are pretty scarce. The prices quoted here range from 9 to 9½c.

TIN.—Cabled advices regarding tin are rather obscure as to the future and the situation generally is feverish. Prices here are very firm at 75c to 76c.

SPELTER.—Spelter has been quiet and remains so. The demand is limited and the price remains at from 10½ to 11c per lb.

ANTIMONY.—Very little trading is being done. Prices quoted here are from 16 to 18c.

ALUMINUM.—The demand for aluminum is quiet and with no changes in price is selling at 58 to 60c.

TORONTO MARKETS

TORONTO, Nov. 22.—From all appearances the tendency in hardware commodities is still in the upward direction. While changes have not been quite as numerous as in some weeks past, there is sufficient number to give an indication that the trend is upward. Bicycle carbide, for use in acetylene lamps, has taken a sharp upward turn. Fan belt leathers have shown an advance. Canoes have advanced considerably. Booking is now being made on ammunition for delivery next spring, with the ultimatum sent out by manufacturers that only those orders that are placed in the near future can receive any consideration. Pruners and bass stable brooms are other lines that have shown increases. Goods to be shipped by water routes to northern points have practically all been sent forward. Any available stocks of cutlery are moving freely in anticipation of the Christmas trade.

Eavetrough And Conductor Pipe Up

Toronto.

EAVETROUGH, CONDUCTOR PIPE.—An advance of approximately 10 per cent. has been made effective during the week on the price of eavetrough, conductor pipe, bridge roll, valleys and elbows. Where the discount was formerly 10 per cent. off list, it is now quoted at net list. This follows as a result of the situation outlined in connection with sheets. While prices for these latter have been fixed in the United States, it is pointed out by local dealers that the price of the manufactured article had not advanced in conformity with the recent high levels in the United States. Now that it is apparent that it will be difficult to get further orders of sheets placed in the United States as the result of the activity of the mills on Government business, those stocks that are in this market have been enhanced in value. List prices remain unchanged, and will be found in current quotations.

Insulating Sheathing Makes An Advance

Toronto.

INSULATING SHEATHING.—Higher prices were made effective during the week on red rope sheathing to the extent of approximately 10c per 100 square feet. In rolls of one square the price is now

$1.35, as compared with the former price of $1.25. In rolls of two and one-half squares the price is now $3.30, the former price being $2.90. In rolls of five squares the new price is $6.25, whereas the former price was $5.60. While this paper is sometimes used as a building paper, it is more generally used for insulating purposes. There is a fairly brisk demand for building papers.

Sharp Advance In Carbide For Lamps

Toronto.

CARBIDE.—Manufacturers have announced a sharp advance in the price of calcium carbide, used in bicycle lamps and other acetylene lighting systems. Wholesalers of bicycle accessories have accordingly withdrawn their prices and are not quoting for future shipment. Any sales that are made are on the basis of price at date of shipment. With the advancing costs of raw materials for use in war purposes conditions in the manufacture of carbide have been affected. As stated above, wholesalers are not quotting prices except on the basis of date of shipment.

Fan Belts Have Advanced 10c Each

Toronto.

BELTS.—An advance has been recorded in the price of fan belts used on Ford cars amounting to 10c per belt. Those belts for 1912-16 models are now quoted at 45c each, the former price being 35c. For 1917-18 model the new price is 50c each. The foregoing belts are of the endless type. In the detachable type belt for models 1912-16 the price is 50c each, and for 1917-18 model cars 55c each. The standard Ford belt is quoted at 50c each.

Canoes Go Higher By 10 To 15 Per Cent.

Toronto.

CANOES, FISHING TACKLE.—One of the lines of sporting goods to show an advance during the week is that of canoes in which the increase amounts to 10 to 15 per cent. All makes of canoes are included in the advance. One of the lower-priced and popular selling canoes that formerly sold at $30 list to the retail trade has been advanced to $34 list. This price is subject to a discount of 20 per cent. There is a wide range in the price of canoes according to the fittings and styles manufactured by the various makers. Higher labor cost, together with advanced cost of raw materials, are the two main reasons assigned for the advance. Fishing tackle prices have not yet been announced by wholesalers, who are awaiting confirmation of orders placed with manufacturers before they start to book. As stated last week, prices will be from 20 to 30 per cent. higher than recent prices.

Booking Up For Next Year's Ammunition

Toronto.

AMMUNITION.—Wholesale dealers in ammunition are now engaged in booking up for their anticipated requirements on ammunition. Manufacturers have intimated that unless orders are placed well beforehand there can be no ammunition whatever obtainable. Orders are being taken on the basis of present prices, with specification that delivery can be had until June 1 of next year. Manufacturers are so situated that they can keep their plants running to capacity with Government orders, and they are in the position that they want to know how much domestic trade they will be required to handle. Wholesalers are placed in the position that they will have to anticipate their wants quite a distance ahead.

Pruners Advance Approximately 12½%

Toronto.

PRUNERS.—Spring booking prices have been announced on Rockdale pruners, which prices are approximately 12½ per cent. higher than the prices prevailing for booking business of last fall on these lines. No. 35 is now quoted at $14 per dozen and No. 38 at $11.75 per dozen. It is needless to state that the high price of steel has affected the prices of this article in an upward direction. Labor cost is also another factor that has contributed toward the firm situation in pruners.

Bass Stable Brooms Higher By 10 Per Cent.

Toronto.

STABLE BROOMS.—An increase of 10 per cent. has been made effective in the price of bass stable brooms. No. 49 by 12-inch has been advanced to $6.85 per dozen; No. 49 by 14-inch has been advanced to $8.75, while No. 49 by 16-inch is now quoted at $11.35. Difficulty is being experienced in getting sufficient supplies of bass, and prices have accordingly been high for the raw material. The situation in stable brooms is somewhat similar to that for house brooms, in which recent advances have been recorded, with the intimation that the quality of broom corn obtainable is very poor.

Spring Booking Prices On Cordage Not Out Yet

Toronto.

CORDAGE, TWINE.—A somewhat unusual condition prevails in the market for cordage at the present time, due to the uncertainties of the market. Wholesalers at this season of the year usually announce prices at which they will book for delivery during the following spring. Up to the present these prices have not been announced, as manufacturers prefer not to obligate themselves in the face of very uncertain conditions. There has been some little booking on no-price basis; in other words, prices to be governed at time of shipment. Sorting business in rope is quiet at present, but small twines are moving freely. Pure Manila rope is quoted at 39c per pound base, British Manila at 33c base, New Zealand hemp rope at 33c base, and sisal rope at 27½c per pound base.

Firm Prices Prevail On Refined Petroleum

Toronto.

COAL OIL, GASOLINE.—A firm situation exists in the market for coal oil, due to the heavy consumption that is now taking place. In the Chicago and Omaha districts an advance of 1c per gallon has been recorded during the week in the price of refined petroleum, and the increase is attributed to the heavy demand. With a shortage of coal, people have been burning more coal oil for heating purposes. Gasoline consumption is not quite as heavy as during the summer months, although consumption is still fairly well maintained, and indicates that people are running their cars later into the year than usual. Gasoline is quoted at 31½c per gallon and benzine at 30½c. Prices on coal oil will be found in current quotations.

Furnace Demand Is Being Maintained

Toronto.

STOVES, FURNACES, ENAMELWARE.—Manufacturers of furnaces report an excellent demand for furnaces at present, as this is the season of the year when installations are perhaps the heaviest. This is due to the fact that buildings that have been in the course of erection have advanced to the stage where they can be completed with the heating systems. Some manufacturers state the supply to meet the demand is very light, as stocks have dwindled rapidly in the face of the present season's demands. One manufacturer of gas ranges has advanced the price 5 per cent. There is a good demand on enamelware at present, especially from the country districts. Prices in these various commodities held unchanged during the week.

Wire Nails And Wire Products Firm

Toronto.

NAILS, WIRE.—There is a continuation of the firm position in wire nails and wire products, and prices were steadily maintained for the most part at $5.45 base on standard steel wire nails. There is no indication that wire rods for domestic consumption will be materially lower, and this is tending to keep prices steady on nails and wire products. Demand for nails continues light, there being demand only for small lots. Base prices on wire remain unchanged at $6.50 for gauges Nos. 0 to 9 on smooth steel.

Steel And Iron Continue In Strong Tone

Toronto.

IRON AND STEEL.—There is no improvement to be noted in the situation so far as private consumers are con-

cerned. The mills in the United States are more and more directing their energies toward supplying the needs of the Government and the Allies, and the private consumers can only get what is left. This is a very small amount at present. In view of this situation it will be seen that available stocks of iron and steel in the hands of wholesalers and jobbers are firmly held. Some of the better grades of mining tool steel have been advanced during the week, the range of prices now being from 19c to 30c per pound, as compared with 19c to 26c per pound formerly. Demand for iron and steel on domestic account has been fairly good.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	[illegible]
Mining tool steel	19 00	30 00
Sheet cast steel	30 00	35 00

Further Readjustments In Sheet Prices Take Place

Toronto.

SHEETS, PLATES.—A further readjustment in the price of black sheets has taken place during the week on the part of some concerns who were quoting at prices above the lowest quotations. On 3/16-inch plate there has been a readjustment in the downward direction to the extent of $1 per 100 pounds, making the quotation $12.25, while ¼-inch boiler plate has also been moved lower to $12 per 100 pounds. There was a slight sag in the price of galvanized sheets in one quarter, the decline amounting to 25c per 100 pounds. For 10¾ oz. the price is now $10 in certain quarters; $9.70 on 28 gauge, $9.40 on 26 gauge, $9.25 on gauges 22 to 24, $9.10 on gauges 18 to 20, $8.95 on 16 gauge, and $8.85 on No. 14 gauge. Quotations in other quarters held unchanged from those given last week.

TORONTO—			
BLACK SHEETS—		Per 100 lbs.	
10 gauge		$	$12 00
12 gauge		8 05	11 60
14 gauge		7 95	9 90
16 gauge		8 00	10 00
18-20 gauge		7 80	8 80
22-24 gauge		7 85	8 85
26 gauge		7 90	8 90
28 gauge		8 00	9 00
29 gauge		8 10	....
3-16-inch plate		....	12 25
¼-inch boiler plate		....	12 00
GALVANIZED SHEETS—			
10¾ oz.	$10 00	$10 30	$12 00
U.S. 28	9 70	10 00	11 70
U.S. 26	9 40	9 70	11 40
22 and 24	9 25	9 55	11 25
18 and 20	9 10	9 40	11 10
16	8 95	9 25	10 95
14	8 85	9 15	10 85

Corrugated Sheets Have Moved Higher

Toronto.

CORRUGATED SHEETS.—As intimated in these columns last week that an advance on corrugated sheets was highly probable, such advance has been recorded and amounts to 30c on No. 28 gauge and 40c on No. 26 gauge. This comes as a result of the fixing of the prices in the United States with the realization on the part of dealers that there will be very little additional stock of plain sheets available for the Canadian markets. The price of No. 28 gauge is now quoted at $9 and No. 26 gauge at $10, with the range as high as $9.20 on the former. There is a better inquiry for corrugated sheets.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 9.00-$9.20	$ 7.50
No. 26 gauge	10.00-.....	....

Stock Of Boiler Tubes Continues To Dwindle

Toronto.

BOILER TUBES.—The stock of boiler tubes continues to dwindle in view of the restriction on imports and the tight rein held over the situation by the Canadian Government. Only those tubes can be sold for domestic consumption on which a permit is secured from the Government. This stand has been taken in order to conserve stocks, as the United States Government will only let supplies go out of the country which it can be shown are purely to further the military activities of the Allies. Prices in the local market held unchanged.

	Per 100 feet	
1 inch	$36 00	$ ....
Toronto—	Cold drawn	Lapweld
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Sheets Make Decline of 1½c To 2½c

Toronto.

LEAD AND ZINC PRODUCTS.—A further decline in lead sheets was recorded during the week to the extent of 1½c per pound on gauges that run 3 and 3½ lbs. to the square foot and 2½c decline on gauges from 4 to 8 pounds per square foot. The price of the former gauges is now 13¼c per pound and 12½c per pound on sheets having from 4 to 8 pounds per square foot. This decline comes by way of settling to the level warranted by the conditions in the primary pig lead market. Other lead and zinc products held unchanged during the week, with a fairly good demand reported.

TORONTO—		
Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	10% on list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 39	....
Solder, strictly, lb.	0 37¼	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Market For Old Materials Reported Dull

Toronto.

OLD MATERIALS.—There is a dullness in the market for old materials as a result of the lack of interest on the part of consuming mills. Wholesalers are accordingly not anxious to take on much new business, although there is buying when conditions of purchase seem to indicate a reasonable chance of gain. Quotations held unchanged from those of last week.

Toronto.		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08¼
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
		Per gross ton.
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Situation Shows No Improvement

Toronto.

INGOT METALS.—Tin continues to be the item of great interest in the ingot metal market. There is no relief in sight as yet so far as getting additional stocks for this continent are concerned. Other metals held steady during the week, both in primary and local markets.

COPPER.—The copper situation holds pretty much in the status prevailing for several weeks past. In the primary market in the United States the Government has established the price for its purchases at 23.50c per pound, and has intimated that purchases for the domestic consumers should not be made above that figure until some decision is reached at Washington. This has placed the trade so far as obtaining supplies for domestic manufacture are concerned pretty much at a deadlock. In the local market quotations for casting copper was higher by ½c per pound in certain quarters, the price ranging from 32c to 32½c. Electrolytic was also quoted at 32½c.

TIN.—The British Government has not yet released supplies of tin being held there for shipment to Canada and the United States, and the situation on this continent continues to be one of dwindling stocks, with high and firm prices prevailing on account of the scarcity. Intimation is made that some arrangement may be made with the British Government looking to the granting of license to ship. Prices ranged higher in the local market from 72c to 78c per pound.

SPELTER.—Curtailment of output of spelter is under way in the United States, as advices were received during the first part of the week that the largest smelting plant in the United States has curtailed operations to the extent of two-

thirds of its capacity. The market is in a quiet condition. Should curtailment of production continue, the market sooner or later is bound to take on a firm tone. Locally quotations held at 10c per pound.

LEAD.—A quiet tone prevails in the market for lead. There were freer offerings in the primary market for both prompt and future delivery, but prices held steady in that quarter during the week. Locally quotations were unchanged at 9c per pound.

ANTIMONY.—There is dullness in the market for antimony, and prices held unchanged at 16c to 18c per pound in the local market.

ALUMINUM.—Quotations held unchanged at 60c per pound in the local market. There is very little ingot aluminum obtainable for domestic use, as the Government is keeping strict surveillance over importations to the end that sufficient supplies of sheets may be obtainable for aeroplane manufacture.

PIG IRON.—Some supplies of Hamilton pig iron will soon be obtainable, as the smelters there have recently taken one of their steel smelting furnaces for use in smelting pig iron. Price of pig iron holds at the recent decline, $50 now being asked for foundry iron. The coke situation is becoming more serious on account of the congestion on the railways.

LONDON MARKETS

LONDON, Nov. 20.—Advances have been recorded in a number of hardware lines during the week, including such commodities as corn shellers, food choppers, steel jack chain, wire lawn rakes, axle grease, cup grease, corn house brooms. There is a firm situation in the hardware market in general. Business in this district has been fair during the week. Continued mild open weather is delaying sale of some winter lines. Pocket cutlery and English razors are very scarce for the Christmas trade. Many lines are hard to obtain. Collections continue to be good.

Corn Shellers And Food Choppers Higher

London.

CORN SHELLERS, FOOD CHOPPERS.—Advances were made effective on corn shellers and food choppers during the week. Little Giant corn sheller is now quoted at $13.50 per dozen and Black Hawk at $22.50 per dozen. New prices on Universal food choppers make the following now effective: No. 0, $13.55 per dozen; No. 1, $16.80 per dozen; No. 2, $20.75 per dozen, and No. 3, $28 per dozen.

Steel Jack Chain And Wire Lawn Rakes Advance

London.

CHAIN, RAKES.—An advance of 10 per cent. has been made effective on steel jack chain. Where sales were formerly made net list the price has been increased to list plus ten per cent. Wire lawn rakes have also been moved to higher levels. The new price on 24-tooth size is now $6.25 per dozen. Steel and wire products continue to be in firm market because of the scarcity of supplies for domestic manufacturing trade.

Prices Announced On Some Accessory Lines

London.

AUTO ACCESSORIES.—List and discounts have been announced on Corning conaphores for auto headlights. Discounts from list prices have been fixed at 25 per cent. Following are list prices on clear: 8-inch, $3.60 per pair; 8¼-inch, $3.60 per pair; 8½-inch, $3.60 per pair. List prices on Novial are: 8-inch, 8¼-inch and 8½-inch, $5 per pair; 8¾-inch, $6.25 per pair.

Axle Grease And Cup Grease Go Higher

London.

AXLE GREASE, CUP GREASE.—An increase in the price of mica axle grease was recorded during the week which now makes the following prices effective: 1-lb. tins, four dozen to case, $15.90 per gross; 3-lb. tins, one dozen to case, $3.45 per dozen; 3-lb. tins, two dozen to case, $3.35 per dozen. New prices on Arctic cup grease are as follows: 1-lb., case of 36, $5.90 per case; less than case lot, 18c per pound. 1-lb., case of 24, $4.10 per case; less than case lot, 18c per pound. 5-lb., case of six, $5.15 per case; less than case lot, 17½c per pound. 10-lb., case of six, $9.15 per case; less than case lot, 15½c per pound. 25-lb. pails, 14½c per pound. 50-lb. pails, 13c per pound.

Corn House Brooms Up; Lanterns Hold Steady

London.

BROOMS, LANTERNS. — Advances have again been recorded in the price of corn house brooms which now make the price of cheapest line $7 per dozen. Lanterns, both long and short pattern, are quoted at $12 per dozen. Lantern globes are also holding steady in price at the following prices: cases of six dozen to case, 85c per dozen, cases of three dozen to case, 90c per dozen; one dozen to case, $1 per dozen.

Good Sale Ash Sifters; Hockey Sticks Moving

London.

SIFTERS, HOCKEY STICKS. — Now that furnaces have been in operation for some time and there is no apparent chance of lower prices in coal people are giving evidence that they are conserving their coal supplies as best they can by the use of ash sifters. There is a good sale of these commodities at the present time. Common wood sides are quoted at $2.15 per dozen, Banner at $2.90 each, and No. 1 Rocker at $5.25 each. Hockey sticks are being quoted to the trade at the following prices: Boys' red, 85c dozen; boys' white, 85c dozen; Practice rock elm, $2 dozen; Spalding, $3.75 dozen; MicMac, $4.75 dozen. Starr skates are being quoted at 30 per cent. off list.

Oil Heaters And Weather Strip Going Well

London.

OIL HEATERS, WEATHER STRIP. —With the desire on the part of consumers to economize on coal bills there has developed a good sale for oil heaters. No. 525 is now being quoted at list price of $5.50 each and No. 530 at $6.25 each, with discount from these prices of 25 per cent. Weather strip is also in good demand as a cold weather requisite. Wood and felt is quoted at a discount of 75 per cent. off list, Swan hardwood at 75c per set, and Frost King at $4.40 per dozen packages.

Building Paper In Fair Demand

London.

BUILDING PAPER.—There is a fair demand for building and prices hold unchanged at the following quotations: Plain fibre, D2, 59c per roll; tarred fibre, E2, 70c per roll; tarred felt, $3.35 per 100 pounds; carpet felt, $4.50 per 100 lbs.; asbestos paper, $12 per hundred pounds.

Freezeproof in Demand

There is a good demand for freezeproof for automobile at the present time. Johnson brand in 5-lb. packages is being quoted at $1.30 per package.

Snow Shovels and Sleighs Unchanged

Prices on snow shovels hold unchanged at 12½ per cent. off list, while hand sleighs are quoted at 35 per cent. off list.

Good Sale on Mops and Polish

There is a good sale on mops and polish at the present time. O'Cedar mops are quoted as follows: No. 1, round, $12 per dozen; No. 3, triangle, $12 per dozen. O'Cedar polish continues to be quoted as follows: 4-oz. bottles, $2 per dozen; 12-oz. bottles, $4 per dozen; one-quart tins, $10 per dozen; half-gallon tins, $16 per dozen; one-gallon tins, $24 per dozen.

Rope And Glass Hold Unchanged

London.

ROPE, GLASS.—The market for rope is holding steady and prices are unchanged at 39c per pound base on pure manila, 33c per pound on British manila and New Zealand hemp ropes and 27½c per pound base on sisal rope. Glass is in firm market, but prices quoted are still on the basis of 50 per cent. off list on single and double diamond and 40 per cent. off list on cut lights.

Putty Holds Unchanged

Conditions in the putty market held steady during the week, standard putty in

25-lb., 50-lb., and 100-lb. drums being quoted at $4.65 per hundred pounds with pure putty in same size containers at $5.65 per hundred pounds.

Nail Demand Light

There is only a fair demand for nails at the present time and prices hold unchanged at $5.45 per hundred pounds base for standard steel wire nails and $5.75 base for cut nails.

White Lead in Oil Steady

There is no indication of any movement in the market for white lead in oil, quotations being made on the basis of $16.20 per hundred pounds in ton lots and $16.55 in less than ton lots. Elephant pure is quoted at $16.80 per 100 lbs. in ton lots and $17.15 in less than ton lots.

Linseed Oil And Turpentine Hold Steady

London.

LINSEED, TURPENTINE. — The market for linseed oil and turpentine held unchanged at quotations of last week. Linseed oil in 1 to 2 barrels is quoted at $1.50 for raw and $1.53 per gallon for boiled. In 3 to 5 barrel lots the price is $1.49 for raw and $1.52 for boiled. In 6 to 9 barrel lots the price is $1.47 per gallon for raw and $1.50 for boiled. Turpentine in single barrel lots was quoted at 75c per gallon and in 2 to 4 barrel lots at 74c per gallon. In 5-gallon lots the price is 82c per gallon.

WINNIPEG MARKETS

WINNIPEG, Nov. 20.—Winnipeg markets for the week are again very quiet, showing but two advances, namely, in burlap and linseed oil. All other lines remain steady. Sorting business in all lines of shelf goods is favorable, with good demand for all lines of cutlery, silverware, watches, etc.

Many hardware dealers in this part of the Dominion have taken on their share of the nation's business for the remainder of month and are devoting much of their time to the selling of Victory bonds. All classes are responding nobly and with Canada's billion-dollar crop it is expected that the loan asked for of 150 million will be at least doubled.

Wire Nails And Staples In Fair Demand

Winnipeg.

NAILS, STAPLES. — Wire nails and staples continue in fair demand with prices remaining stationary as formerly quoted, namely, wire nails, $5.60 base, f.o.b. Ft. William; $6 base, f.o.b. Winnipeg. Cut nails $6 base, f.o.b. Winnipeg. Staples, bright wire, $5.85 Fort William; $6.25, f.o.b. Winnipeg. Galvanized, $6.65 f.o.b. Fort William; $7.05 f.o.b. Winnipeg.

Bolt Prices Firm; Booking For Spring

Winnipeg.

BOLTS.—Prices on bolts of all kinds still remain firm, and the demand continues good with stocks well sorted. Orders are now being accepted by Winnipeg jobbers on this line for shipment up to April 1st, 1918, at prices given herewith:—

Carriage Bolts—¾ in. and smaller, 5% off list; 7-16 in. and larger, 5% on list. Machine Bolts ¾ in. and smaller, 5% off list; 7-16 in. and larger, 5% on list. Plow Bolts—All sizes, 5% on list. Stove Bolts—50% off list. Shaft Bolts 5% on list. Tire Bolts—25% off list. Sleigh Shoe Bolts—¾ and smaller, 5% on list; 7-16 in. and larger, 5% on list.

Booking Prices On Screws For Spring

Winnipeg.

SCREWS.—Prices on all lines of wood screws continue firm and show no indication of an immediate advance. Bookings on screws are now being taken for 1918 spring delivery at prices quoted below: Flat head bright screws, 65% off list; round head bright screws, 60% off list; flat head brass screws, 30% off list; round head brass screws, 25% off list.

Linseed Oil Advances; Turpentine Holds Steady

Winnipeg.

LINSEED OIL, TURPENTINE. — Prices on turpentine still remain firm on the Winnipeg market and show no change over former prices, which are as follows: Barrel lots, 80c gal.; half-barrel lots, 83c gal.; 5-gal. lots, 85c. gal.; 1-gal. lots, 85c. gal., plus the usual extras for containers.

Prices on flaxseed during the past week have shown unusual activity, necessitating an advance on linseed oil of 8c per gal., making to-day's market price as follows: Raw, $1.65 gal.; boiled, $1.68 gal.

Readjustments In Price Of Wood Alcohol

Winnipeg.

WOOD ALCOHOL. — Adjustments in prices have been announced on wood alcohol showing an advance of 5c per gal. on barrels and half barrels and a reduction of 5c per gal. in small quantities. Market prices are quoted herewith: Barrels, $1.65 gal.; half barrels, $1.70 gal.; small quantities, $1.75 gal., plus the usual extras for containers.

Advance of 10% In Knife Handle Wrenches

Winnipeg.

WRENCHES. — Prices on Perfect Handle knife handle wrenches show a further advance of 10% and are quoted to-day at prices given below: 6 in, $11 doz.; 8 in., $13.20 doz.; 10 in., $15.40 doz.; 12 in., $19.80 doz.; 15 in., $26.40 doz.; 18 in., $35.20 doz.

Burlap Prices Go Up 1c Per Yard

Winnipeg.

BURLAP.—Burlap prices, which have shown numerous advances during the past two years, again move up 1c per square yard on drab, while prices on dyed remain firm, with stocks in general broken. Prices to-day are as follows: Drab burlap, 29c sq. yard; dyed burlap, 35c and up according to quality desired.

Shortage In Plates Is Highly Probable

Winnipeg.

PLATES. — Canada plates and tin plates which have been very scarce during the past year promise to show an acute shortage during 1918 as many mills will be requisitioned for war purposes which will materially reduce the supply. Prices to-day show no change and are quoted below.

Canada Plates—18 x 21, half polished, $12 box; full polished, $13 box; 18 x 24, half polished, $12 box; full polished, $13 box; 20 x 28, half polished, $12 box; 20 x 28, full polished, $13 box.

Tin Plates—20 x 28 I.C., $30 box; 20 x 28 I.X., $32 box; 20 x 33 I.C., $35.40 box; 20 x 33 I.X., $37.45 box.

Glass Market Gives Evidence Of Strength

Winnipeg.

GLASS.—The markets on window glass have been showing great strength of late as the United States fuel controller promises to limit the supply of coke and gas formerly supplied to factories to about two-thirds of their demands. This, combined with labor difficulties, will no doubt affect the market. Prices in the meantime remain firm and bookings are being accepted at present prices, which are as follows:—

	Per 100 Sq. Ft. Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40 in.	10 50	15 75
41 to 50 in.	13 50	17 75
51 to 60 in.	14 00	18 50
61 to 70 in.	15 00	20 00

Bucksaws Reported In Good Demand

Winnipeg.

SAWS.—Bucksaws continue to be in good demand as is usual at this season of the year and stocks are reported to be equal to the demand. Prices are quoted herewith: Happy, medium, $9 doz.; Watch Spring, $9.40 doz.; Lance Tooth or Lightning Blades, $10 doz.

PITTSBURG MARKETS

PITTSBURGH, Pa., Nov. 19.—Details as to how much shell steel tonnage has been allotted against Government's program of placing 1,500,000 tons are not available, but it is thought that more than half the tonnage has been definitely placed. It is evident that in a short time the United States will be producing considerably more shell steel than ever before, as orders are being

placed in Canada, and the United States is being canvassed to find additional plants that can be utilized for shell manufacture, while at the same time exports of shell steel are being continued at substantially the rate of 1916. September exports, just reported, show 148,932 gross tons of billets, blooms, ingots, etc., and 47,577 tons of steel bars, the bulk of the tonnage in each case being doubtless shell steel. The total iron and steel exports in September were 489,415 tons, exports for the nine months being 4,525,971 tons.

Export Prices

There has been some divergence of opinion as to what prices would rule in the case of iron and steel exported under the general principle known as "one price for all." That has customarily been stated as being one price for the Government, its Allies, and the public. Some held that this meant all sales, others contending "the public" meant only the public of the United States. There was a further question, also, as to sales to "The Allies," as that might mean the governments of the allied countries, or the countries themselves.

Gradually the situation has been clearing until now the common understanding is that the one price must apply to steel that is destined directly or indirectly for the war, while purely commercial steel, such as would be exported to South America, can be sold at any price. The real power in the matter is the bureau that grants export licenses. The understanding of those closest to the bureau is that Washington is going to be very strict in the direction that steel intended, even quite indirectly, for war use must go at not above the set prices.

Institute Announces Prices

The American Iron and Steel Institute has this week published a long statement pertaining to prices, extras, differentials, etc. This is in conformity with the arrangement between it and the War Industries Board, whereby the latter has set basis prices for various commodities and looks to the trade to develop prices in detail that will conform with the basis prices. The Institute committees work with the manufacturers in the various lines, but it does not follow that every price or regulation the Institute promulgates has the full sanction of the great majority of the manufacturers involved. The Institute is under the necessity of eventually satisfying the War Industries Board that the prices and regulations are all in keeping.

Some of the prices announced by the Institute are:—Forging billets, base, $60 per gross ton; lapweld steel boiler tubes, basing discount, 34 per cent. off list; iron, 12½ per cent. off list, both on carload lots, 3½ to 4½-inch; rivets, 4.65c, base; iron bars, 3.50c, at mill; wire nails, $3.50 per keg.

It is prescribed for jobbers that they add to the mill price plus freight to warehouse a margin not greater than 1.00c for bars, shapes, plates and blue annealed sheets 16 gauge and under, and not more than 1.25c on black sheets, 18 gauge and lighter, and all galvanized sheets, while on shafting the margin is 25 points, equal to 1.25c on base sizes, the producers' discount being 17 per cent. off list.

Sheets Active

The sheet market has been rather active since the Government prices were announced November 5, 4.25c on blue annealed, 10 gauge; 5.00c on black sheets, 28 gauge; and 6.25c on galvanized, 28 gauge. Some of the mills had practically run out of orders, or at least enough to keep them fully engaged, while on the other hand consumers had been delaying purchases awaiting the Government prices. There has been a very fair tonnage done for the remainder of this year, with some deliveries running into January. Without formal opening of books, the American Sheet & Tin Plate Co. is now allotting first half tonnage in blue annealed and black sheets to regular customers, and first quarter tonnage in galvanized sheets. It does not appear, however, that sales are being made to jobbers at this time.

Tin plate for next year is also being booked, though this is hardly ordinary commercial activity, the distribution of the tin plate being so much under Government supervision. About 500,000 boxes are being allotted for export to Allied countries, all of this being tin plate calculated to help prosecute the war.

Generally speaking, the iron and steel markets are quiet, producers usually being well sold up and being indisposed to take on new business. Regular customers, it is constantly asserted, are being taken care of as well as possible.

Coke Supplies Inadequate

The Fuel Administration is paying more attention to the coke situation, but thus far without any material results developing. An order has been issued to ship furnace coke in preference to foundry, as the blast furnaces, insufficiently supplied for many months, are having a harder time than ever, but the tonnage of foundry coke is so small that its replacement by furnace coke cannot help a great deal, and of course foundries will have a still harder time. The chief trouble at present is with the railroads, which have furnished a poorer car supply the past week than for weeks past, the congestion at yards and sidings having grown worse.

More Ship Plates

In the past week or two the Illinois Steel Co. has put in operation the new 90-inch plate mill at the South Works, while the 160-inch plate mill at the Gary plant has just been put in operation. These two new plate mills follow the "Liberty Mill," 110-inch, built by the Carnegie Steel Co. at the Homestead works and put in operation last month. The three mills can produce, if it is possible to operate them at capacity, about 450,000 tons of ship plates a year, against not over 1,800,000 tons of plates of ship character produced in 1916. Some other plate capacity has been completed since the first of the year, and more is coming, and it is possible that in a few months the production of ship plates will be at a rate double the average rate of last year.

PURCHASES MADE ON OPEN MARKET

(Continued from page 60.)

in May next at the rate of 1,000 a day.

Judge Robert Lovett of the War Industries Board has given notice that a new ruling on priority orders will be issued shortly which may curtail non-essential industries. The priority order will virtually cut off transportation facilities from non-essential factories.

Henry Ford has been added to the organization of the Shipping Board in an advisory capacity.

VICTORY LOAN JUSTIFIES DEMOCRACY

(Continued from page 52.)

Answering a query as to what style of bond he would advise for a small investment, Mr. Noxon answered that a $50 bond would not have as good a market value for a long term as would the larger bond.

Mr. Noxon pointed out that the banks would not guarantee bonds against fire, but that nevertheless, a good practice was to deposit the bond and get a receipt for it. The coupons are then put to the credit of the savings account of the owner as they come due.

"The highest compliment you can pay to the country is to buy a bond" said Mr. Noxon in conclusion.

THE SITUATION IN TIN PLATE

A meeting was held early in the week in the office of the Minister of Trade and Commerce, Ottawa, regarding supplies of tin plate in Canada. Thirteen representatives of the users of tin plate were present, and of these, three, consisting of Mr. Anderson of the American Can Company, Mr. Whittall of the A. R. Whittall Can Company and Mr. Corrigan of the McDonald Manufacturing Company, were appointed to go with Mr. O'Hara, the Deputy Minister, to Washington, and ascertain the information required by the American authorities regarding the uses and quantities of tin plate imported into Canada.

These gentlemen will return and call another meeting of the users, when a further committee will be appointed to deal with the matter.

Mr. Chase, representing the Chase Steel Wool Co. of Leominster, Mass., is calling on the trade here in the interests of his firm.

WEEKLY PAINT DEPARTMENT

Twelvemonth Sale of Paint

Aggressive Paint Dealers Have no "Off-season"—Window Displays for Specialty Lines in Xmas Holiday Season—Give Customer all the Information He Wants and All-year Paint Sales Will Result.

THE real job facing the aggressive dealer in paints is to push the sale of paints twelve months in the year. The season approaching is one in which interior finishes are the chief requirement, but the general idea of painting should never be let-up. Floor, wall and furniture finishes are the chief requirements in the cold weather and these should receive special attention in the way of advertising and window display. The Christmas goods season will soon be here, and effective arrangements of paints can be placed in the window to good advantage.

The depreciation of values where painting is neglected should be made one of the outstanding arguments in influencing all classes of trade to preserve their buildings with paint. It is a patriotic duty as a means of conservation as well as an investment which will pay them good returns for their money. This argument of conservation may apply in particular to farmers who are perhaps the most negligent as a class in this regard, and who stand to lose the most by failure to apply paint when it is required.

The average individual must confess entire ignorance as to what attitude of mind a man must possess who spends good money to build himself a house or a barn and then leaves it unprotected from the elements. Nor is it understand why any man who sees his property depreciating through the wearing away of a coat of paint does not seek to retard the work of weathering through the application of another coat or two. In some instances the will to do is present, no doubt, but the wherewithal to put the will into action may be lacking. It is true that the cost of paint is increasing; but so is the cost of lumber. Of course, almost any man would rather have an unpainted house or barn than no house or barn at all. But in too many instances it is not lack of funds to commence or finish a piece of work or even to keep it in good repair so much as it is an "elbow relationship" to Farmer Weary who never concealed the fact that it was impossible for him to look at a wood pile without experiencing a 'hesitatin' feelin'."

Lack of Paint Displays Lack of Thrift

In most cases, if the truth were known, a lack of paint indicates a lack of thrift, and this condition is usually found where the owner is living on the place. Paint is a blessing both to the building to which it is applied and to the person who pays the bill for the application. It stands between the raw boards of freshly-built structures and the elements just like a man's shirt stands between him and the heat or the cold. The skin pays tribute to the elements in any season. So does wood and timber when unprotected by its natural covering—the bark—or by the artificial covering which paint represents. However smooth a piece of wood may appear to the eye it will show itself rough indeed under a microscope. When viewed thus it is easily evident why moisture rots it and the sun cracks it. Wind, rain and sun only need a chance at any wooden surface to extract their toll. Paint fills up the minute cracks and crevices, keeps out the water, retards decay and lends length of years. But it does more than this. It demonstrates that whoever is responsible for its use is possessed of thrift. And if it be on the farm it is a pretty good indication that a good farmer and not an indifferent one is the owner.

Paint Sales All the Year Round

It is up to each individual dealer to do the thinking for the whole community as regards paint, and to do it every day in the year. There should be no off-seasons. From January 1 to December 31 there is an opportunity for sales in some paint and varnish product for the dealer who is looking for it.

In this connection the experiences of dealers in one town, in keeping up paint sales during a winter season following an exceptionally good summer trade, are of particular interest. The coming of cold weather was unheeded as a signal to relegate the paint department to the cellar, as had been the practice, and instead the ice and snow was the signal to play the paint even more to the front. The paint shelves were kept filled with a complete stock.

The result is that one dealer finds farmers' wives are buying more paint and varnish each year. Another dealer finds an increasing tendency among women to buy paint during the winter months. Still another dealer now sells a lot of barn paint and buggy finishing materials. Window displays boosted floor paint sales, and the idea of touching up various things with paint during the winter months rapidly spread from one housekeeper to another until now those dealers have established an all-year trade in paint.

Customer Fools No One But Himself By Not Painting

As outlined above, one of the big elements in maintaining paint sales in the winter months is to show the consumer that in neglecting to paint when paint is necessary he is fooling no one but himself. This is undoubtedly false economy, and in combating the stand taken by such customers the slogan, "a coat in time saves nine," might be used to good effect.

Now is the time to push the profitable specialties, and it is just as important to sell these specialties on performance and not price as it is mixed paint or anything else. At the present cost of furniture, implements, etc., it is far cheaper in the long run to protect them with paint and varnish than to let them deteriorate. That has always been true, but sometimes in the past folks have bought paint and varnish for ornamentation.

Specialty lines are easy to push and they pave the way for bigger paint sales later by establishing an acquaintance. These specialties usually come in attractive packages with a liberal supply of advertising matter and samples, etc. One advantage of pushing specialties is that they are always in season. The dealer should take advantage of the opportunity to push these lines for when the customer buys furniture stain or other specialty lines the chances are you will secure his order for paint when the season comes for house or barn painting.

Give the Customer the Information Wanted

One of the most common mistakes made by dealers is in making themselves think that the customer knows all about the paint and varnish specialties. The customer does not know and that is the reason why the dealer should know all about them—what they will do and how to use them.

Does everybody know that you have an enamel for stove pipes, grates, gas ranges and other metal surfaces that

(Continued on page 72.)

Jamieson's

PURE PREPARED

Paints & Varnishes

He Will Come Back!

When a man buys a can of paint that gives him *efficient* and *economical* service he doesn't forget where he bought it. This is especially true in this period of high prices. Satisfaction of this kind will bring him back sooner or later for more.

That is an example of how *Jamieson's* pure prepared paints and varnishes increase sales.

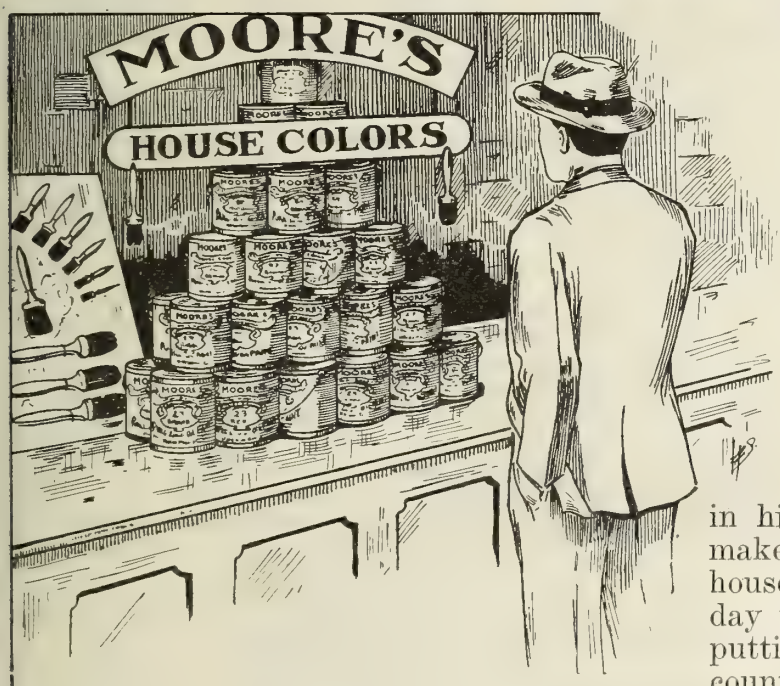
Sell *Jamieson's* line exclusively. It is the best. Write for proposition.

R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

Vancouver Montreal Calgary

ESTABLISHED 1858



The Psychology of the Counter Display

A counter display of Moore's House Colors gets home its arguments at the most advantageous moment — when the prospective paint buyer actually has his hand in his money pocket, and is prepared to make a purchase. There are plenty of householders coming into your store each day who are intending to paint, but keep putting it off or forgetting. An attractive counter display is just the reminder needed to turn these prospects into buyers.

That suggestive arrangement on your counter is a memory-jogger that they can't ignore. You'll get many a sale of Moore's House Colors through a counter display. Try one to-day.

Benjamin Moore & Company, Limited, West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 21.—Paint markets here have a very firm tone, and in all lines jobbers are inclined to feel that prices will be maintained, with a higher tendency for oil and a firming of price for turpentine the features. There is a decidedly firm tone to the crushers' market, and on their part there is no desire to commit themselves definitely as to future deliveries. This is because of the continued tie-up of transportation facilities, which they have little hope of seeing improved in the near future, and as a consequence there will be every likelihood of the present prices being maintained, if not increased. Mixed paint orders are coming to hand in a small sorting way, while the orders sent in by travellers for spring delivery are increasing, and the bookings compare favorably with those received heretofore at this time. Putty is still moving very well, while the amount of business all round is fairly good.

Linseed Oil Holds Firm; Shipping Situation a Factor

Montreal.

LINSEED OIL.—There is a very firm tone to the markets here, with most jobbers expecting the recent increases to hold for some time. Crushers are unwilling to make commitments as to future deliveries owing to the continuation of shipping scarcity. The price of seed fluctuates from week to week, but there is little downward tendency, the price of flaxseed having risen several points within the past two weeks. There is some movement, but for the most part deliveries are small, the business offered being of a sorting nature. Car shortage is likely to continue, and this will have its own effect, as in the past, toward maintaining high prices. The following quotations are being made:

Linseed Oil	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.37-$1.41	$1.39½-$1.43
3 to 5 bbls.	1.36- 1.40	1.38½- 1.42

Turpentine Sales Light; Prices Held Firmly

Montreal.

TURPENTINE.—The demand for turpentine is somewhat limited now, but with all jobbers the prices hold very firmly. Stocks here are fair, and all demands are met promptly. If it were possible to secure ample freight accommodation, there would be an undoubted drain on Southern stocks, and it is stated that shipments that would be made to Europe would have the effect of creating considerable scarcity on this side of the water. From all the information available it is doubtful if the prices will be any lower. Quotations here are made as follows:

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.73-$0.75
1 barrel lots	0.74- 0.75
Small quantities	- 0.83

White Lead In Oil Is Held Very Firmly

Montreal.

WHITE LEAD IN OIL.—There is a tendency to firmness in the market here, and no lowering of price seems likely in the near future. With an advance in pig lead in the United States market jobbers here feel that prices will be firmly maintained for some time, and that, taking all things into consideration, there will continue to be a firmness of tone. Much is now being used locally in the manufacture of mixed paint, but the outside demand is somewhat light. Prices here are as follows: Five-ton lots, $15.50 per 100 lbs.; one-ton lots, $16 per 100 lbs.; smaller quantities, $16.35 per 100 lbs.

Spring Paint Bookings Are Coming In Well

Montreal.

MIXED PAINTS.—It is usual to expect a fair volume of orders at this season of the year for shipment in the spring. Even though some retailers expected that there would be a lowering of price and refrained from buying, they now realize that it is as well to place their business without any further delay. Consequently, there is a good deal of satisfaction expressed from jobbing quarters as to the volume of the business received from outside points, and travellers are now covering their alloted territory. Sorting business is rather quiet, but this is a natural condition at this season of the year. Paint makers are busy, however, and express themselves as finding general business satisfactory.

Putty Movement Good; Prices Firmly Maintained

Montreal.

PUTTY.—The movement of putty is still good, and dealers are quite pleased with the volume of trade. While there has been no change, prices have been firm, with no indication that they will be lower. Some jobbers expect a falling-off in the demand soon, as the fine fall weather has permitted a large amount of glazing and storm window work to be done. There are ample supplies here of the products used in making putty, and demand can be readily taken care of from dealers buying in this market. The prices obtaining here are as follows: Bulk in casks, $3.60 per 100 lbs.; bulk in 25, 50, or 100-lb. drums, $4.45; bladders in bbls., $3.75 per 100 lbs.

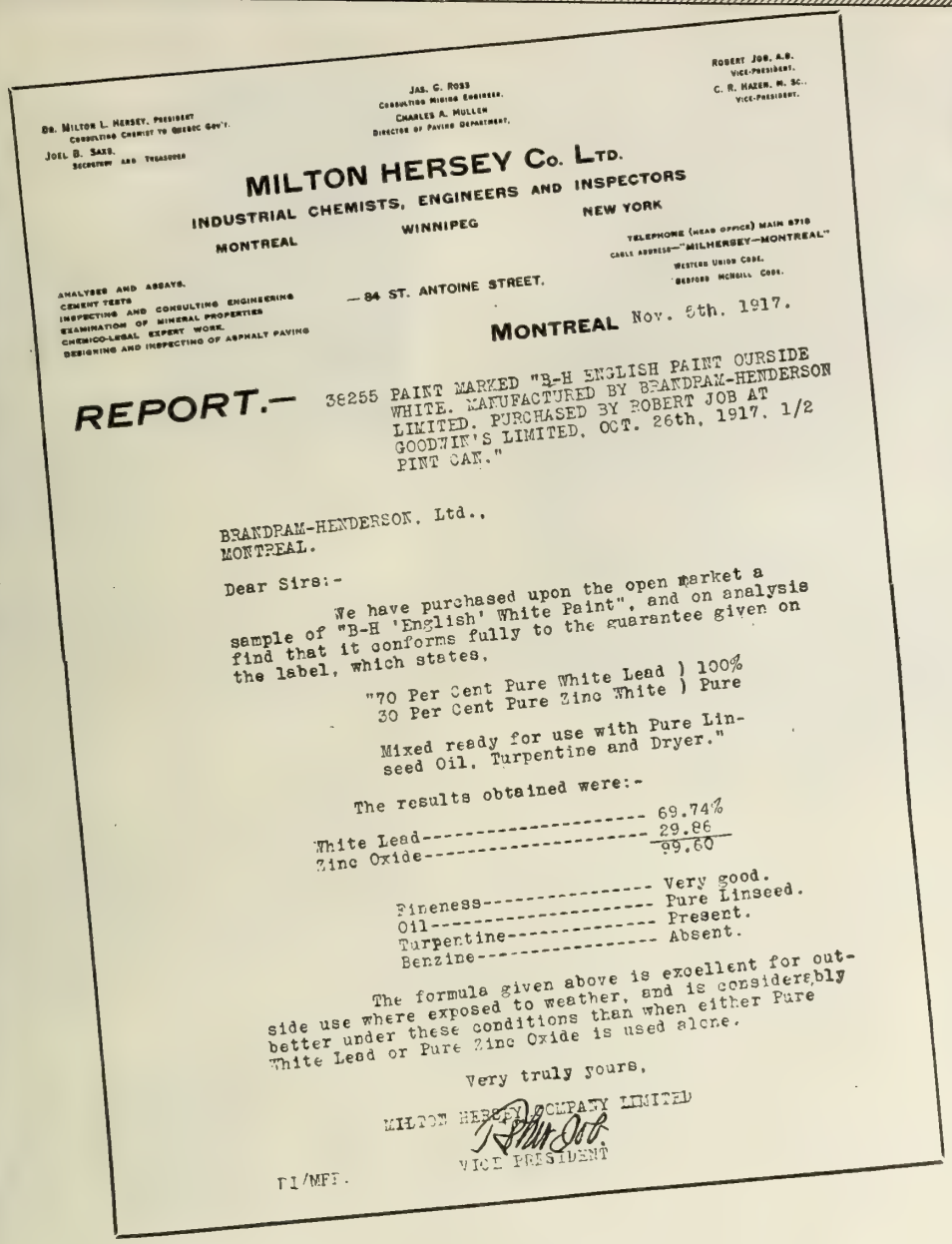
TORONTO

TORONTO, Nov. 22.—Items in the paint, oil and glass market having the greatest interest during the week were gum and varnish shellac, wood alcohol and glass. In gum shellac there was a sharp advance recorded with the intimation that varnish shellac can be expected to move higher in the near future. Wood alcohol has also been moved to higher levels. While changes have not yet been made in glass the situation gives greater evidence of an advance in the very near future. Sorting business on paint continues light, but spring booking business is of fair volume. Linseed oil prices held steady during the week, but a declining tendency was noticeable in the price of flaxseed. Turpentine held in steady market.

Lack Of Transportation Holds Linseed Oil Steady

Toronto.

LINSEED OIL.—There was a weaker tone to the market for flaxseed during the week, but transportation conditions have operated to hold prices steady in the face of the weaker condition in seed. There is now no seed moving over the lake routes and supplies of seed that reach the Eastern market must come by the all-rail route. These systems are apparently already heavily taxed in moving grains and other food commodities. On Thursday of last week cash flaxseed was quoted at $3.27 per bushel and there was a sagging tendency during the week until the price of the cash seed had reached $3.12 on Wednesday of the present week. There has been a heavy movement of seed from the fields during the week as no less than 264 cars passed inspection on the five days from Friday of last week. The greater part of these shipments may be going into elevators. There was a rumor to the effect that the Dominion Government is likely to place an embargo on the shipment of flaxseed out of the country. Oil men are of the opinion that if this takes place there will be a slump in the price of flaxseed and that oil will of necessity follow downward also. Range of prices remain unchanged during the week. There has been a good demand for oil from paint



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INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS

MONTREAL WINNIPEG NEW YORK

Telephone (Head Office) Main 8710
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CEMENT TESTS
INSPECTING AND CONSULTING ENGINEERING
EXAMINATION OF MINERAL PROPERTIES
CHEMICO-LEGAL EXPERT WORK.
DESIGNING AND INSPECTING OF ASPHALT PAVING

—84 ST. ANTOINE STREET.

MONTREAL Nov. 6th. 1917.

REPORT.— 38255 PAINT MARKED "B-H ENGLISH PAINT OURSIDE WHITE. MANUFACTURED BY BRANDRAM-HENDERSON LIMITED. PURCHASED BY ROBERT JOB AT GOODWIN'S LIMITED, OCT. 26th, 1917. 1/2 PINT CAN."

BRANDRAM-HENDERSON, Ltd.,
MONTREAL.

Dear Sirs:-

We have purchased upon the open market a sample of "B-H 'English' White Paint", and on analysis find that it conforms fully to the guarantee given on the label, which states,

"70 Per Cent Pure White Lead) 100%
30 Per Cent Pure Zinc White) Pure

Mixed ready for use with Pure Linseed Oil, Turpentine and Dryer."

The results obtained were:-

White Lead	69.74%
Zinc Oxide	29.86
	99.60

Fineness	Very good.
Oil	Pure Linseed.
Turpentine	Present.
Benzine	Absent.

The formula given above is excellent for outside use where exposed to weather, and is considerably better under these conditions than when either Pure White Lead or Pure Zinc Oxide is used alone.

Very truly yours,

MILTON HERSEY COMPANY LIMITED

VICE PRESIDENT

TJ/MFT.

Read what is said by the "Man-who-knows"

Here's a letter that emphatically confirms our printed guarantee appearing on every can of B-H English Paint.

We have consistently maintained that B-H "English" Paint was the correct paint for Canada's Changing Climatic Conditions. This statement is also verified in the above analysis—made by a firm so thoroughly reliable that you cannot question their Report.

B-H "ENGLISH" PAINT 70% Pure White Lead, 30% Pure White Zinc, 100% Pure Paint

The 70% Pure White Lead referred to in the guarantee, is Brandram's Genuine B.B. White Lead, the world's standard.

If you are the Brandram-Henderson Dealer in your town, you can guarantee B-H English Paint to your customers as the best for Canadian use.

Your guarantee is backed by ours. Ours, in turn, is backed by the "Man-Who-Knows"—as you can plainly see from the above letter.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

manufacturers, but the jobbing trade reports a light movement.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.38-$1.50	$1.40½-$1.53
3 to 5 bbls.	1.38- 1.49	1.40½- 1.52
6 to 9 bbls.	1.37- 1.47	1.39½- 1.50

Turpentine Again Shows Firmer Undertone

Toronto.

TURPENTINE.—There was a slightly firmer understone to the market for turpentine during the week as a result of an upward turn in the primary market at Savannah where an advance of 2c per gallon was recorded. Prices in the local market held unchanged with a light demand. Those closely in touch with the situation are of the opinion that as soon as there is any chance to get export space to Europe there will be rapid movement in the upward direction on the price of turpentine. At the present time there is no indication when the war will be over, and presumably export cannot take place until such time as hostilities cease and ships are available for the export trade.

	Imp. gal.
1 barrel	$0.74-$0.75
2 to 4 barrels	0.73- 0.74
5 gallon lots	0.81- 0.82

Gum Shellac Goes Up; Varnish Shellac Firm

Toronto.

SHELLAC.—Owing to advances that have taken place in the primary markets the local market on gum shellac has taken a sharp advance during the week. TN is now quoted at 70c to 73c per pound, which represents an advance of 10c to 13c per lb. Finest orange gum shellac is quoted at 83c to 86c, an advance of 3c to 6c per pound, while bone-dry white shellac is quoted at 80c to 83c, an advance of 10c to 13c per pound. While varnish shellac had not been advanced at the time of writing there was a very strong market and intimations were made that an advance is highly probable. Methylated spirits have also been advanced in price and this is an additional factor tending toward higher prices in varnish shellac.

Wood Alcohol Moves In Upward Direction

Toronto.

WOOD ALCOHOL.—An advance of 5c per gallon in certain quarters and 25c per gallon in other quarters was recorded in wood alcohol during the week. In five-gallon lots the price range is now from $1.80 to $2.25 per gallon as compared with the former price of $1.75 to $2 per gallon. In barrel lots the price of wood alchol is $1.70 per gallon. An advance on the part of manufacturers of this product caused wholesalers to move their prices upward in conformity therewith.

White Lead In Oil Maintains Steady Tone

Toronto.

WHITE LEAD IN OIL.—There was a steady tone in the market for white lead in oil during the week, there being no market change in the pig lead situation or in the market for linseed oil. Demand for this commodity is light at the present time. In ton lots white lead in oil is quoted at $16.20 and in less than ton lots at $16.55 per hundred pounds. Paint manufacturers are busy getting their spring orders in shape and this is causing a good demand in that quarter.

Booking Business For Paint Satisfactory

Toronto.

MIXED PAINTS.—Manufacturers of mixed paints continue to be gratified over the volume of booking orders being received. There is apparently no hesitancy about booking for spring delivery. The retail dealer, however, has been given every assurance that he will not stand to lose no matter what the vagaries of the market may be. Booking is made on the basis that customers will be protected should a decline take place, while orders booked at present prices will be delivered at those prices should an advance be necessary. Sorting business is light. Prices are holding steady, there being no indication that a change is anticipated in the near future.

Tone Of Glass Market One Of Greater Firmness

Toronto.

GLASS, PUTTY.—In the local market there is every evidence that prices are headed toward higher levels, as the unmistakable feeling of wholesalers is that higher prices must soon prevail. There has been a fairly good demand for glass during the past fall months and stocks are getting low in consequence. It is only a question of short time until jobbers will have to enter the market to replenish their stocks and when they do they are sure to meet with higher prices.

Putty held unchanged at quotations of last week. While the majority of concerns are quoting on the basis of $4.65 per hundred pounds for bulk in 100-lb. drums, one jobber is quoting this sized container on the basis of $4.55 per hundred pounds. Fairly heavy stocks in this instance is the reason of the lower price in the 100-lb. drums. Other quotations held unchanged at prices given in current quotations.

TWELVEMONTH SALE OF PAINT

(Continued from page 68.)

heat, cold or moisture will not affect—very durable, and satisfaction guaranteed?

Do all the housewives know how easy it is to remove the ugly old varnish off that "odd" chair that they will need for the extra company at Christmas dinner, and then how to finish it so it will "match" with the rest of the furniture. If they do not it is your fault and your duty to put them "next" and thus yourself "next" to more profits.

You may know all about the lines you carry, but are you cashing in on the knowledge you have? There's big money in the specialties and now is the time to get it.

HARDWARE LETTER BOX

SOVEREIGN HOT AIR FURNACE

McKelvey & Birch, Kingston, Ont. Could you tell us where we can procure parts of the Sovereign Hot Air Furnaces?

Can any of our readers supply this information?—Ed.

NATIONAL PENINSULAR RANGE

Wm. McGie, Belleville, Ont.—Could you tell me where I can get repairs for the No. 9-21 National Peninsular Range?

The D. Moore Co., Ltd., Hamilton, Ont. —Ed.

Gas Globes

Hillhouse & McLeod, Clifford, Ont.—Kindly give us the name of a manufacturer of gas globes in Toronto.

The Jefferson Glass Co., 388 Carlaw Avenue, Toronto.—Ed.

EMBARGO ON IRON AND STEEL

By order-in-Council under the War Measures Act, goods listed herewith are prohibited to be exported to all destinations abroad, other than the United Kingdom, British Possessions and Protectorates, dating from November 15, 1917.

Pig iron.
Steel ingots.
Steel billets.
Steel blooms.
Steel bars.
Steel slabs.
Iron and steel plates.
Iron and steel shapes—comprising beams, channels, angles, tees and zees.
Iron and steel fabricated—for structural work and shipbuilding.

The prohibition of exportation is due to the serious shortage of iron and steel for munition making, shipbuilding and other manufactures. The United States Government has placed restrictions upon the exportation of iron and steel from that country, and has established a priority board to pass upon applications for export licenses. That board will give precedence to requests for steel for munition and other war supplies and for shipbuilding. It will then consider the needs of railways, railway car and locomotive building firms, and other industries.

Canadian manufacturers have conferred together with a view to laying their requirements before the United States priority board. It has been felt that at a time when Canada is applying to the United States for iron and steel, it should itself take steps to conserve the domestic output of such material for domestic uses. Export licenses will be granted by the Customs Department only for very special reasons.

The PANTAPHONE

Leads them all in BEAUTY, QUALITY, TONE, SIZE AND VALUE. Plays every make of Disc record.

DEALERS HERE'S YOUR CHANCE!

Sell the **Pantaphone.** It has a galaxy of attributes that makes it a positive easy seller, and there's a handsome profit for you on every sale.

The **Pantaphone** has no superior in the talking machine field in quality of tone, construction or anything else. But it sells at a **remarkably low price,** which commands attention instantly. No travellers are employed—this is one reason for the **good value** found in the **Pantaphone.**

Dealers are making handsome profits using the **Pantaphone** as a side line. Many dealers take the **Pantaphone** to prospective customers' home in their auto, leave it for a trial and later go back and sell it. You can do the same.

We protect the dealer and only sell through him. If you want to get in on **something good,** write quick,

CANADIAN PHONOGRAPH & SAPPHIRE DISC CO., LIMITED
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20 Cents Each Post Paid

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Our electro service will help you to do this at moderate cost.

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HARDWARE AND METAL
143-153 University Ave. Toronto, Can.

Varnish buyers are realizing more and more the importance of selecting Finishes of known merit, owing to the high cost of labor, because the cost of application is the big item in finishing operations.

It costs no more to produce a handsome and permanent finish with "Berry" products than with the kind that wears out in a few months. The difference in the price per gallon is slight.

Berry Brothers varnishes, enamels and stains are safe to recommend and easy to sell, because even the smallest buyers have learned that they combine beauty, durability and economy.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

Lawn Mower Prices for 1918

The 1918 Price Lists of the famous Taylor-Forbes line of Lawn Mowers is in the hands of the jobbers. It behooves every dealer to get quotations right away so that his order may be booked early. The uncertainty of the steel and iron market urges haste in buying so that stocks may be complete when spring arrives. If your jobber cannot quote on T-F Mowers write us direct.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Can.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London, 60%.
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb.	$3.00
B x 50 lb.	3.60
A x 75 lb.	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 48
Rods, base ½ to 1 in. round	40-43
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Sixe 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ......Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$13 55	$13 50
1	16 80	16 30
2	20 75	19 00
3	28 00	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 20
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	.....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in. sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ....
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, Bessemer Steel— ....$16 50 and Hamilton.

Have You Bought a VICTORY BOND?

IF SO THE NEXT BEST THING IS TO GET OUR PRICES ON

BABBITT—SOLDER—LEAD PIPE.

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Every Victory Bond you buy brings Peace so much nearer

Your money, if lent to your Government now, means a speeding up to Victory. It will permit of a continuance on the present scale of the great efforts being made towards the Peace we all desire.

Make your savings do their bit for your country. Buy as many Victory Bonds as you can—and buy quickly.

This space donated by
EMPIRE MANUFACTURING CO., London and Toronto

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.......	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.25
Corrugated, 1", 100 ft..	28.00-......

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots...	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Buy Victory Bonds

The finest investment ever offered in Canada are

VICTORY BONDS

This is the Little Man that can Help You to Pay for Them

A. Ramsay & Son Company, Montreal

TORONTO Established 1842 VANCOUVER

Sold in Packages *Good Profits*

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"Brantford"
ALL AROUND

GLUE

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¼, ½, 1-lb. packages.

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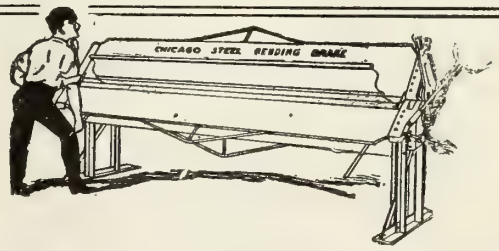

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WIRE

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C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible	1640	$ 0 72
	1848	0 77
	2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 30
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40. 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 25
U.S. 28	9 95
U.S. 26	9 65
22 and 24	9 50
8 and 20	9 35
14 and 16	9 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 15
16 gauge	12 05	9 25
18-20 gauge	10 30	9 40
22-24 gauge	10 45	9 55
26 gauge	....	9 70
28 gauge	....	10 00
10¾ ozs.	11 05	10 30

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots. F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

CARTER WHITE LEAD CO. OF CANADA LIMITED — STRICTLY PURE DRY WHITE LEAD — MONTREAL

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels......	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black.......	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	17 80	.....	14.80
Coal Shovels, No. 3 Black.........	22.00	.....	14.50
Sand Shovels, No. 3, black.........	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black.........	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black.......	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim.......	30 00
Champion, Jap'd trim......	27 00
Elite, nic'd trim., B.B.....	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B...	37 00
Standard, nic'd trim........	32 00
Standard, Jap'd trim.......	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim....	81 00
Household, Jap'd trim......	67 00
Superba, nic'd trim.........	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Prices net list.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1....	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56
4-ply wrapping, lb..........48 -60
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard..	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard..	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard....	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves..	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs...	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles....	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases....	0 15
Bagging or papering........	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5.50-$6.00
No. 9 pl. galv.	4.70- 5.60
No. 12 pl. galv.	4.85- 5.90
No. 13 pl. galv.	4.50- 6.85
No. 9 coil sp...........	5.00- 5.85
No. 12 coil sp.	6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanised after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.............	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

ARCTIC METAL

BUY VICTORY BONDS
Make Your Dollars Fight
CANADA NEEDS THE MONEY.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Au o Top and Slip Coverings

Let us quote on this line as well as on Auto Curtain Fasteners, Handles and Locks, Auto Clips, Auto Rims, Auto Bumpers, Lock Washers, Tire Chains, Auto Springs, Enamels, Varnishes and Japans, Bolt Ends, Turn Buckles, Bar Iron, Bar Steel, Band Steel, Angles, Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers.

C. KLOEPFER, LIMITED
41-50 Wellington East
TORONTO

Manufacturers

We are open to handle several new lines in Western Canada.
Write Us—Satisfaction Guaranteed.

Geo. W. Griffiths Co., Ltd.
Manufacturers' Agents WINNIPEG

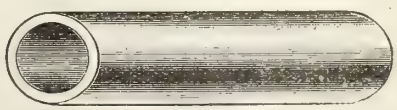
Pig Tin, Pig Lead,
Ingot Copper,
Ingot Brass

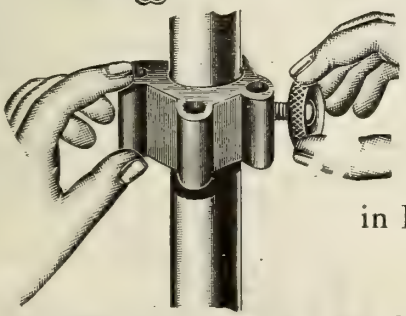
SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.

TRADE MARK. WB&C

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM

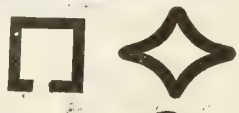




Patent Grip-Tight Socket

Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WB&C

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal....... 3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 15%; retail hardware 20% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.
600-lb. bbls. ..
250-lb. kegs ..
100-lb. drums ....
50-lb. drums ....
25-lb. drums ....
1-lb. 100s, papers....
½-lb. 200s, papers...
Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls	4 70	4 90

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. ....$2.00-$2.50
Gilders, bolted, in bbls.. 2.50- 2.60
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$1.80-$2.25

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

TRADE MARK

Baby Fingers May Soil It But Cannot Spoil It

An oil paint that dries with a soft, velvety finish, that can be washed and kept clean, large covering capacity, easy to apply, is the paint that is needed in the home. The soft, rich reflection of artificial light makes reading a delight when you use

SANITONE

Interior decorations to-day are running to the flat or dull finishes, which are so restful to the eyes. Sanitone is the finish your customers are looking for. It will pay you to put in a few gallons of the most attractive shades. Write us for our color cards and prices, then put in the stock that you will surely need.

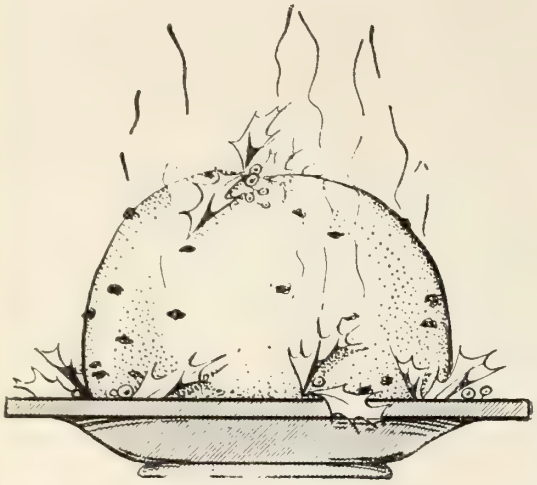
Our full line agency proposition is a safe investment —write to-day for full particulars.

The Canada Paint Company, Limited

Makers of the Famous Elephant Brand White Lead

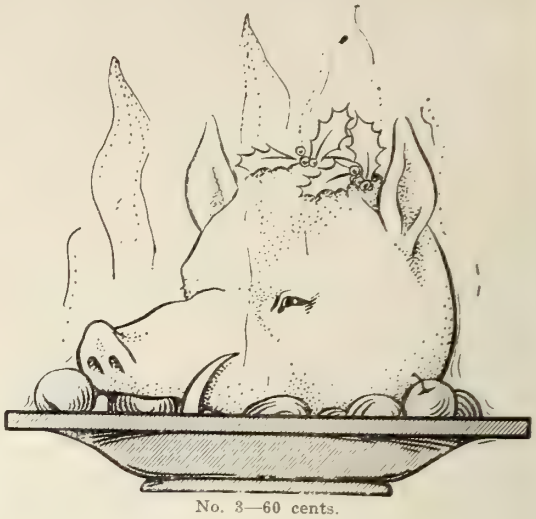
572 William Street, Montreal

112 Sutherland Avenue, Winnipeg



No. 1 60 cents.

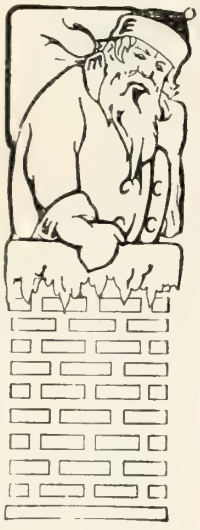
No. 2—40 cents.



No. 3—60 cents.

No. 5 60 cents.

No. 6—40 cents.



No. 4 50 cents.

These Cuts For Sale

CHRISTMAS Advertising will be made more attractive and resultful by using one or more of the illustrations on this page.

Electros will be forwarded carefully wrapped, postpaid, on receipt of price noted below each illustration.

If you order all the cuts shown on this page, it means an investment of only $5—and you own the cuts for use in future years. Remit price with order. Order by number.

Hardware and Metal, 153 University Ave., Toronto

No. 8 40 cents.

No. 7 40 cents.

No. 10—60 cents.

No. 11 50 cents.

"Dries Overnight"

Results are quick - with DOUGALL'S LINOLEUM VARNISH

Preserves the Linoleum and keeps the colors bright and new. There is a good steady sale for this line---put in a stock---display it and you'll net handsome profits.

ONE OF THE DOUGALL LINE OF QUALITY VARNISHES

The Dougall Varnish Co., Limited, Montreal

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 80	$11 80
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 spec.	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 95	10 95
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 00
12 gauge	11 00
14 gauge	11 00
16 gauge	11 00
18-20 gauge	10 05
22-24 gauge	10 10
26 gauge	10 15
28 gauge	10 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Bring the FACTS to the Notice of Your Customers About—

Stephens' REGISTERED TRADE MARK Paints

Tell your customers of the folly of using cheap, unreliable paints—paints that soon fade and wash off. Tell them how much more economical it is to pay a little more for a brand of paint that has won for itself a reputation for *quality* and *reliability*.

Tell your customers the facts about *Stephens' Paints*—how they have been giving satisfaction to the Western consumer for over 30 years and are still giving the best satisfaction in spite of hindrances put in the way of manufacturing by the war.

Stephens' Paints are essentially Western Canada paints, made to meet Western climatic conditions.

Dealers can't afford to sell a poor line of paints. It not only loses good paint customers but good hardware customers too when the paint fails to "make good."

If you haven't the Agency for Stephens' line let us hear from you. We give our agents splendid support in securing new business. Exclusive territory given.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

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The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.

Adjustable Hack Saw Frames
Bridgeport Hardware Co., Bridgeport, Conn.

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A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Paint
G. F. Stephens & Co., Winnipeg

Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg

Aluminum Polish
Louis McLain Co., Ltd., Winnipeg

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Spielmann Agencies, Montreal.
Ware Mfg. Co., Oakville, Ont.

All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.

Antimony
Canada Metal Co., Ltd., Toronto.

Artist Brushes
T. S. Simms & Co., St. John.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Andirons
Enterprise Foundry Co., Sackville, N.B.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Geo. W. Reed, Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton.

Augers, Post Hole
Canada Foundries & Forgings, Brockville

Armco Iron
American Rolling Mill Co., Middletown, Ohio.

Art Glass
Consolidated Plate Glass Co., Toronto.

Asbestos Papers
Walter Belyea, Winnipeg

Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.

Automobile Hammers
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Tire Tools
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Air Valves
Pease Foundry Co., Ltd., Toronto.

Arms
Iver Johnson Arms & Cycle Wks., Fitchburg, Mass.

Atlas Camp Spoons
Atlas Mfg. Co., New Haven, Conn.

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B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Canada Foundries & Forgings, Brockville

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Awls
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Axes
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Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
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Walter Woods & Co., Hamilton.

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Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

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Walter Woods & Co., Hamilton

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Stratford Mfg. Co., Ltd., Stratford

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Canada Foundries & Forgings, Brockville

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Canadian Steel & Wire Co., Hamilton

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Foundries & Forgings, Brockville

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Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

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Canada Metal Co., Ltd., Toronto
Empire Mfg. Co., London and Toronto.
Tallman Brass & Metal Co., Hamilton, Ont.

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Empire Mfg. Co., London and Toronto.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
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Williams Bros. & Piggott, Ltd., Birmingham, Eng.
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Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

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Brass Sheets
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Parmenters & Bullock Co., Ltd., Gananoque, Ont.

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Canada Foundries & Forgings, Brockville

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Goodell-Pratt Co., Greenfield, Mass.
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Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

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Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

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Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

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Hyslop Bros., Toronto
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Hyslop Bros., Ltd., Toronto.

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Steel Co. of Canada, Ltd., Hamilton
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The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

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London Foundry Co., Ltd., London, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

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The Stanley Wks., New Britain,

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Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton

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Canadian Rule & Iron Co., Ltd., Montreal

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Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

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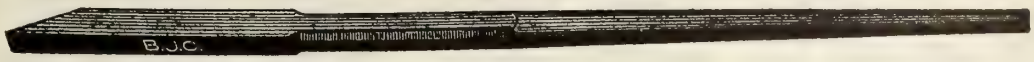
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Barrel Stands
Wakyte Mfg. Co., Winnipeg

CROWBARS



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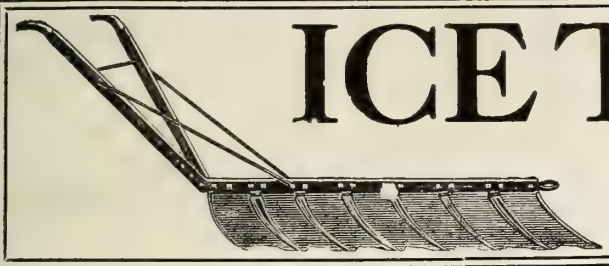

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

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Empire Mfg. Co., London and Toronto.
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Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton
Barn Door Hardware
Canada Steel Goods Co., Hamilton
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Laidlaw Bale-Tie Co., Ltd., Ham-
Bath Room Fixtures
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Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
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Canada Metal Co., Ltd., Toronto,
Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
Canadian Carbon Co., Ltd., Toronto
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Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
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North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
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Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
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Waller Belyea, Winnipeg
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Canadian Fairbanks-Morse Co., Ltd., Montreal
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Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
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Casters, Bed
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Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
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Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
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Cash Carriers
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Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
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Gipe-Hazard Store Service Co., Toronto
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Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
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D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
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Stratford Mfg. Co., Stratford
Cans
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Cement
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ELECTROS

for your Christmas Advertising

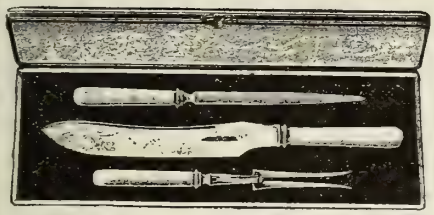
97

338

339

342

96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London Rolling Mill Co.,
Limited
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We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

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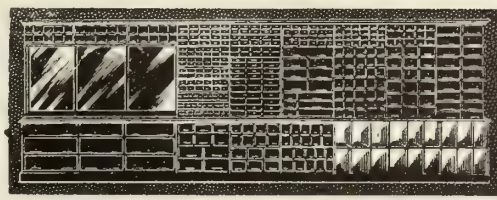

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Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
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Empire Mfg. Co., London and Toronto.
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland,
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield,
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Geo. W. Reed, Montreal.
Cutting Oils
Binney & Smith, New York

Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Coils, Brass, Iron and Copper
Empire Mfg. Co., London and Toronto.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
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Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Iron
Metallic Roofing Co., Toronto and Winnipeg
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
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Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
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Wrought Iron Range Co., Toronto
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Cleveland Stone Co., Cleveland, Ohio
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Marble Arms & Mfg. Co., Gladstone, Mich.
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Toronto Lock Co., Toronto.
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McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
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Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
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Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
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Goodell-Pratt Co., Greenfield, Mass.
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Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
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Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
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Trimont Mfg. Co., Roxbury (Boston, Mass.)
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Cameron & Campbell, Toronto
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Goodell-Pratt Co., Greenfield, Mass.
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Canadian Tube & Iron Co., Ltd., Montreal
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Cuspidors
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Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
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Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
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Wells Bros. Co. of Canada, Galt.
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Wakyte Mfg. Co., Winnipeg

Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
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Wells Bros. Co. of Canada, Galt
Dies
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Butterfield & Co., Rock Island, Que.
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Cameron & Campbell, Toronto
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Canadian Yale & Towne, St. Catharines
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Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
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Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
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Drills, Blacksmiths'
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Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
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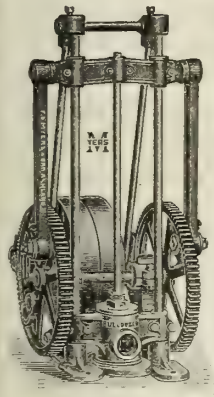

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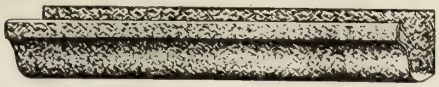

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Woodstock Wagon & Mfg. Co., Ltd., Woodstock

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Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

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Collette Mfg. Co., Collingwood

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Thos. Davidson Mfg. Co., Ltd., Montreal
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Winnipeg Ceiling & Roofing Co., Winnipeg

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Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
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Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Stove & Foundry Co., Ltd., Montreal
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto

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Imperial Oil Co., Toronto
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Consolidated Plate Glass Co., Toronto

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Northern Electric Co., Montreal

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
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Glass Ware
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Jenkins Bros., Ltd., Montreal

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal

Gloves
American Pad & Textile Co., Chatham

Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal

Graniteware Menders
Volpeek Mfg. Co.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg

Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Grain Scoops
Wakyte Mfg. Co., Winnipeg

Graining Colors
A. Ramsay & Son Co., Montreal

Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.

Grates, Coal
Toronto Lock Co., Toronto.

Greases, Transmission
Prairie City Oil Co., Winnipeg

Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.

Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Handles
Walter Belyea, Winnipeg

Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt

Handscrews
National Machinery & Supply Co., Hamilton

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg

Hard Oil Finish
A. Ramsay & Son Co., Montreal

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.

Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg

Hardware Store Fittings
Cameron & Campbell, Toronto

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harness Oil
Prairie City Oil Co., Winnipeg

Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton

Heat Generators
Pease Foundry Co., Ltd., Toronto

Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto

Hinge, Friction
Toronto Lock Mfg. Co., Toronto

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Hinges, Rixon Checking
Toronto Lock Co., Toronto.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Hollow Wire Systems
Powerlight Co., Winnipeg

Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.

Horse Singers
Collins Mfg. Co., Toronto

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal

Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Horse Nails
D. Ackland & Son, Winnipeg

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

House Paints
G. F. Stephens & Co., Winnipeg

Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Ice Scrapers
James Bros. Co., Perth

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

PEACE BY CHRISTMAS

A POWERFUL editorial dealing with the important war developments of the week, including Lloyd George's speech in Paris and Lord Northcliffe's letter regarding the new Air Ministry. These statements are a startling revelation of existing conditions in British political circles and confirm once more THE FINANCIAL POST'S policy in advocating these fearless, able men as the most essential for the winning of the war and for lifting us out of the mess into which the intellectual, incompetent Asquith-Grey-Churchill-Balfour combination had got us.

GOVERNMENT REGULATION AND THE HOG INDUSTRY

There is a serious and imminent danger that the proposed government regulation of packing profits will have the effect of handicapping the market facilities for Canadian grown hogs. It is not only proposed to reduce the profits on turnover but in addition to reduce possible income to a maximum of 11 per cent. Any step which is likely to interfere with the development of marketing facilities may quite easily reduce the price to the hog raiser to a much greater extent than any benefit to the consumer. The higher the market for hogs the greater the benefit of the hog raising industry to the whole country.

WALL ST. BEARS CONTINUING TO PLAY WITH C.P.R.

A special article from our correspondent in New York dealing with the market developments as regards Canadian Pacific stock during the week. The heavy liquidation in this stock continues; in fact over 500,000 shares or more than 20 per cent. of the entire common issue outstanding have changed hands since the 1st of July.

SHELL ORDERS CONFIRMED

Official announcements from American sources during the week have confirmed the advanced reports of the Financial Post as to orders placed in this country by the American government for shells. The business so far is for 7,000,000 75 millimetre shells. The American shell orders in sight total about $50,000,000 but it is expected that the orders will continue indefinitely and that the total will go at least $100,000,000 to $200,000,000.

The foregoing are only a few of the special features of the FINANCIAL POST'S 20-page issue last week. Attention may be directed to such other articles as:—

"Automobiles Have Helped Out on Farms."
"U. S. War Orders Will Help Our Trade Balance."
"Some Revival of Interest in Canadians."
"The Good and Evils of Short Selling."
"Railway Capital is Also More Expensive."
"Public Utility Companies are Facing a Crisis."
"Book Paper Probe Quite Intricate."
"Mr. McAdoo Does Not Want Bonds to Cross Border."
"Canada's Part in Future of West Indies."
"Prime Cause of Rise in Bar Silver."
"Big Business and its Part in Great War," etc.

These special articles were all in addition to our regular departments and regular service. These include News of Securities, with items on practically all important Canadian stocks, our pages for bankers with space devoted to practical problems of the branch manager, News of the Bond Market, dealing largely with the Victory Loan, Field of Municipal Finance, Investors Insurance Notes and Real Estate and Mortgages.

All features and departments are compiled and arranged in the interest of the Canadian investor and the Canadian business man.

Each issue of THE FINANCIAL POST is quite as interesting.

The following letter from a very prominent manufacturer and salesman indicates the high opinion in which the paper is held by its subscribers.

THE FINANCIAL POST,
Toronto.

Dear Sir:

Recently we sent you a subscription covering the delivery of The Financial Post to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information valuable to any traveling representative of any firms.

(Sgd.) F. E. MUTTON,
Vice-President,
International Time Recording Co., Toronto.

Oct. 12, 1917.

THE FINANCIAL POST is mailed every Friday night. Sign attached coupon and take advantage of the splendid weekly service it gives its readers.

FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a subscriber commencing at once. I will forward $3.00 for my subscription on receipt of invoice.

Name .....

Address .....

H.M.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL FIGURES

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

Ask your wholesaler for **SWAN WEATHER STRIP**, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

BLUE LABEL LAMPS STAY SOLD

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

CHRISTMAS Show Cards and Price Tickets with the Yuletide touch.

W. H. STEVENSON
Stevenson Bldg. TORONTO

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 99

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Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

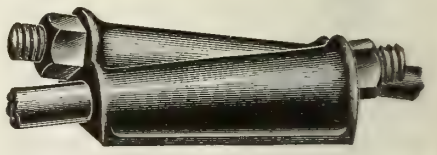
There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario

"Crown" Metal Shingles

McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.

Most profitable and reliable to sell. Lightning-proof, Fire-proof, Weather-proof. Easy to lay. Will not crack, curl or split, and will last a lifetime.
Big and permanent business in selling "Crown" products exclusively. Secure catalogue.

McFarlane-Douglas Co. Ltd., OTTAWA

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED — CLERK FOR SASKATCHEWAN country hardware store, with knowledge of tinsmithing. Apply Box 498, Hardware and Metal, Toronto, stating age, salary, experience.

WANTED — EXPERIENCED HARDWARE clerk for live business in large Saskatchewan town; must be a hustler; permanent position for right man. Apply Box 502, Hardware and Metal, Toronto, or Winnipeg preferred.

WANTED — CLERK WITH ABOUT TEN years' experience, for country retail hardware store; must be a salesman. Box 173, Lougheed, Alta.

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

WANTED

WANTED—BY STEEL WORKS IN PENNSYLvania, United States, producing exclusively crucible cast steel, principally high speed steel, a representative in Canada who is thoroughly familiar with the tool steel business and will devote his entire attention to same. Reply S. F. B., Canadian Machinery. c24m

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Here is how it is lighted

A QUICK SELLER!

The Lamp that threw the Alcohol Torch into the discard.

The only Gasoline Lamp manufactured in Canada. This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power. *Safety*—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton, Lethbridge or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Oh, Canada!

Our boys at the front are doing **Nobly.**

Are we doing our best to

BACK OUR BOYS?

Have **You** made up your mind to

BUY WAR BONDS

to the limit?

"Carry On" Canada

Walter Woods & Company

HAMILTON - ONTARIO

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

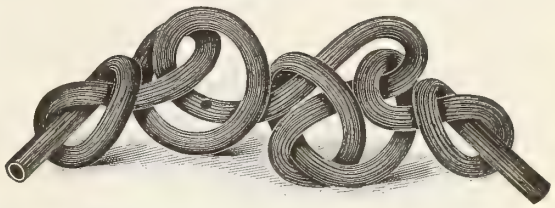
A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

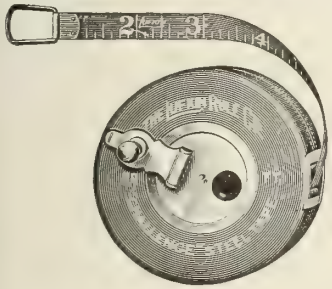


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



BOXWOOD RULES

SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk Number One Hundred and Twenty-Five

By the way, Old Man—You will feel good when I say that just because the "Tinkers" have used a lot of "PREMIER" GALVANIZED (Made-in-Canada) SHEETS in the last two years, our Company and employees have taken over $25,000 VICTORY BONDS. Canada and Canadians are first with us! Have you bought your Bond yet?

TINKER TOM

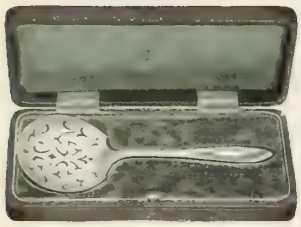
Look for Talk No. 126 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

COMMUNITY PLATE

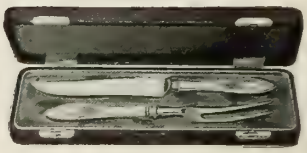
In De Luxe Gift Cases



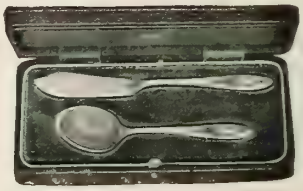
TOMATO SERVER

BERRY SPOON
COLD MEAT FORK

SIX KNIVES AND SIX FORKS



2-PIECE
CARVING SET



BUTTER KNIFE
SUGAR SHELL

The Community way of putting up and displaying fine Silverware. These wonderfully attractive Gift Cases are made of imported seal-grain leatherette, lined in deep, rich blue.

These beautiful cases are made for one purpose—to provide COMMUNITY PLATE a perfect setting as a gift.

We can furnish the following sixteen sets in de Luxe Cases.

2 pc. Baby Set
3 pc. Child's Set
2 pc. Butter & Sugar Tomato Server
6 pc. Ind. Salad Fork Set
6 pc. Teaspoon Set
6 pc. Iced Teaspoon Set
2 pc. Berry Spoon and C. M. Fork
6 pc. Coffee Spoon Set
6 pc. 5 O'clock Tea Set
2 pc. Chafing Dish Set
7 pc. Salad Set
12 pc. Knife and Fork Set
2 pc. Carver Set
3 pc. Carver Set
5 pc. Carver Set

This is the gift complete. It comes to you complete. You sell it complete. The price is stated for the complete gift, and the range of sets is so varied that you can suit practically every purse.

The new Adam pattern illustrated on this page in these sets has in this short time shown tremendous popularity.

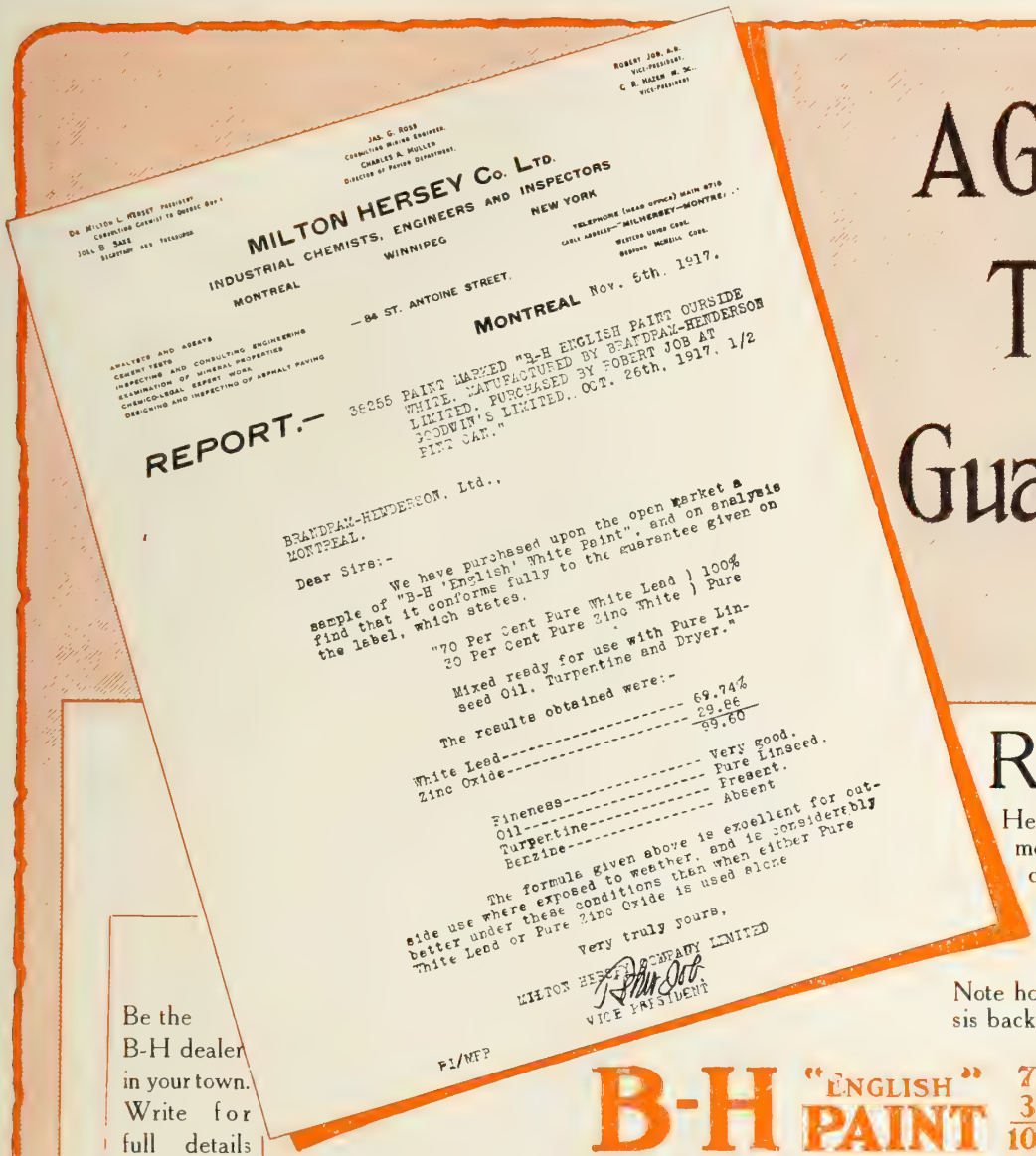
ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

HARDWARE AND METAL

Vol. XXIX No. 48 — PUBLISHED EVERY SATURDAY SINCE 1888 — December 1 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



MILTON HERSEY Co. LTD.
INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS
MONTREAL WINNIPEG NEW YORK
84 ST. ANTOINE STREET.

MONTREAL Nov. 5th. 1917.

REPORT.— 38255 PAINT MARKED "B-H ENGLISH PAINT OURSIDE WHITE. MANUFACTURED BY BRANDRAM-HENDERSON LIMITED. PURCHASED BY ROBERT JOB AT GOODWIN'S LIMITED. OCT. 26th. 1917. 1/2 PINT CAN."

BRANDRAM-HENDERSON, Ltd.,
MONTREAL.

Dear Sirs:-

We have purchased upon the open market a sample of "B-H 'English' White Paint", and on analysis find that it conforms fully to the guarantee given on the label, which states,

"70 Per Cent Pure White Lead } 100%
30 Per Cent Pure Zinc White } Pure

Mixed ready for use with Pure Linseed Oil, Turpentine and Dryer."

The results obtained were:-

White Lead	69.74%
Zinc Oxide	29.86
	99.60
Fineness	Very good.
Oil	Pure Linseed.
Turpentine	Present.
Benzine	Absent

The formula given above is excellent for outside use where exposed to weather, and is considerably better under these conditions than when either Pure White Lead or Pure Zinc Oxide is used alone

Very truly yours,
MILTON HERSEY COMPANY LIMITED
VICE PRESIDENT

FI/MFP

A Guarantee That is Guaranteed!

READ the report on B-H "English" Paint made by Messrs. Milton Hersey Co.--one of the foremost firms of analytical chemists. Their opinion is absolutely reliable — one that could not be prejudiced or influenced.

Note how completely their analysis backs up our guarantee of

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

Be the B-H dealer in your town. Write for full details of exclusive representation.

For your own assurance that B-H "English" Paint is all that we claim it to be, read this letter. If you are the B-H dealer in your town, you will enjoy a feeling of satisfaction. You will be positive that you are handling the ideal paint for our varying Canadian climate. You can point out to your customers the guarantee on the label, knowing that the paint in the tin will fulfill that guarantee.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

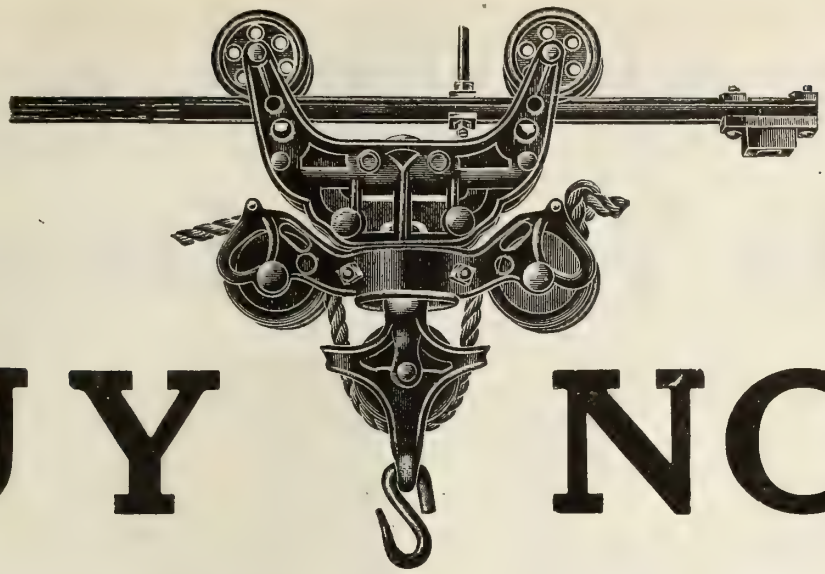
FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited

MONTREAL

TRADE MARK



BUY NOW

And Be Sure of Your Supply

A BIG demand for hay tools next summer is inevitable. Almost every acre that will support a crop will be seeded. The Government has helped to solve the labor problem by supplying tractors for Fall ploughing. Crops next summer are certain to surpass all history; and there will be a demand for hay tools equally great.

The demand for hay tools has every year been larger than the year previous. Next summer's demand will far exceed that of the summer which has just passed.

There was a shortage of hay tools this summer. There will be a greater shortage next summer, because the increase in manufacture has not kept pace with the increase in crop production. The increased cost of malleable iron and the scarcity of it, as well as the scarcity of labor, prevent our increasing the production of this line as we would like. Many farmers will call at your store next summer for hay carriers and hay tool supplies. They cannot wait, for to wait means a partial loss of their crops; they must get their hay tracks, forks, pulleys, cars, rope, etc., from you or from someone else. Make sure of your supply so that you will not lose this trade. Make sure by ordering now.

If you wait, you may have to order the goods to come by express, and express charges and phone messages eat up a lot of profit.

The terms are July 1st, if for delivery not sooner than February 1st.

We will fill all orders in their turn. First come, first served. If you order now, your goods will be shipped before the goods of the dealer who puts off until the last moment.

B T
HAY CARRIERS

Pumps, Churns,
Ladders, Washers,
Barn Door Track,
Butter Workers,
Grain Grinders,
Tanks, Water Bowls.

BEATTY BROS. LIMITED

FERGUS, ONT.
MONTREAL, QUE.
ST. JOHN, N.B.
WINN'PEG, MAN.
EDMONTON, ALTA.
LONDON, ONT.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

In Ye Old Days

a fire-place was absolutely requisite to a piping hot cup of coffee. To-day this luxury may be enjoyed in any place or clime by simply unscrewing the cover of a Universal Vacuum Bottle.

Universal bottles may be obtained with three nested cups in cover, making four in all.

The filler is sustained by a spring steel shock absorber which reduces breakage to a minimum.

Actual tests have proven that Universal bottles have the greatest temperature-retaining efficiency.

Demonstrate these wonderful qualities,—show off the beauty of the design and finish—sell more Universal bottles. By so doing you will make more customers and more money.

To insure delivery before Christmas we urge that you order at the earliest possible moment.

UNIVERSAL
Vacuum Bottle
No. 582. Quart.

Method of nesting Cups in Cover—Quart size

UNIVERSAL
Vacuum Carafe
No. 1822.

LANDERS, FRARY & CLARK

New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MacFARLANE & CO., LIMITED

MONTREAL

Showing method of nesting Cups in Cover—Quart size.

If interested, tear out this page and keep with letters to be answered.

When It Comes To

Files

and

Rasps

You Can't Do Better Than Stock

T *THE*

V *VERY*

B *BEST*

THEY ARE ALL THAT THE BRAND IMPLIES

We guarantee that our Files and Rasps carrying this brand

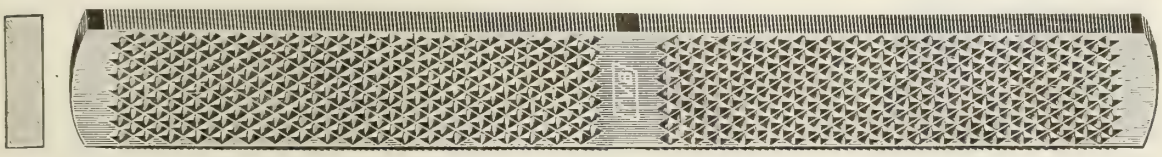
T *THE*

V *VERY*

B *BEST*

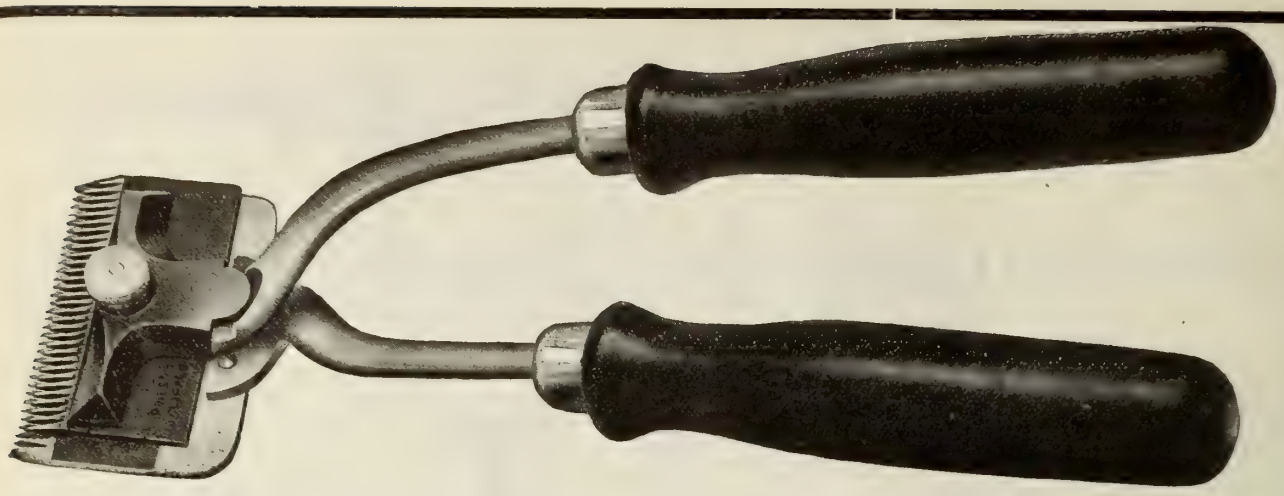
are made from crucible cast steel of the very best quality and are strictly guaranteed. Generally speaking, Files are very scarce, and while we are short some kinds and sizes we have been told that our stocks are better assorted than that of any other jobber in Canada.

For further particulars please refer to No. 50 Catalogue.



LEWIS BROS., LIMITED, MONTREAL

If interested, tear out this page and keep with letters to be answered.



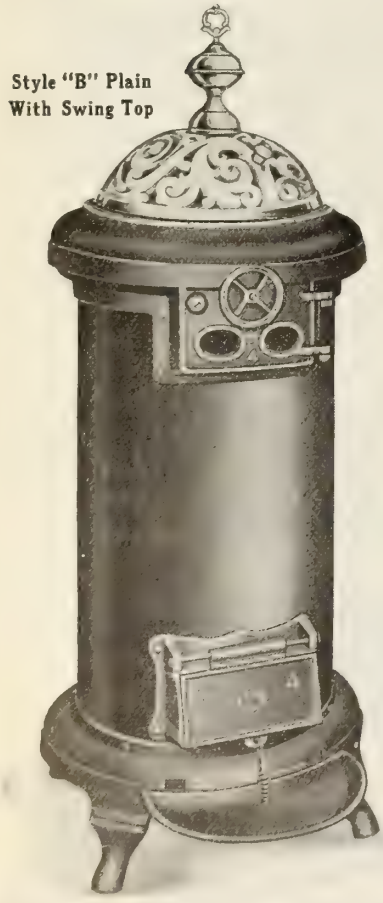
Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



Style "B" Plain With Swing Top

OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

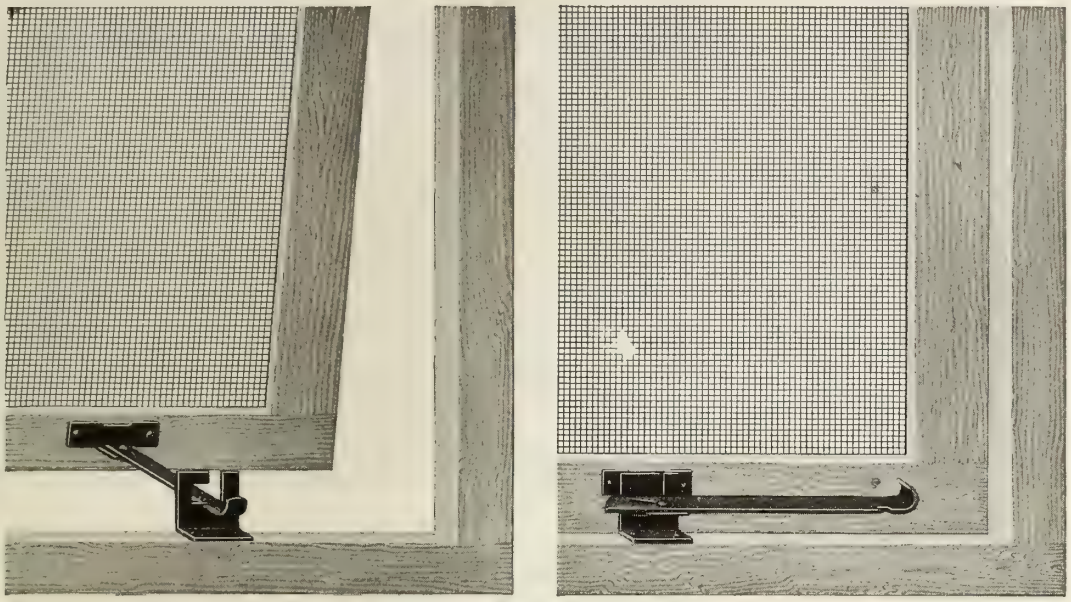
They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

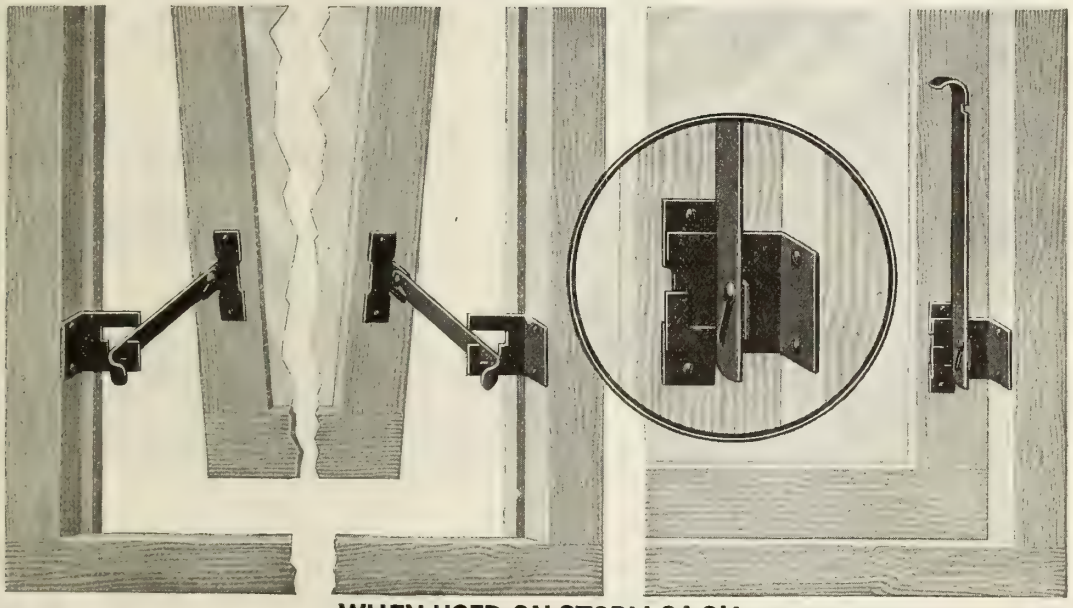
The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

It Sells As Easily As It Works



WHEN USED ON SCREEN



WHEN USED ON STORM SASH

No. 85. Screen and Storm Sash Adjuster

Look over the cut above. Notice the easy operation of this Screen and Storm Sash Adjuster. The sash can't rattle. The sash cannot be pushed out too far. When closed it locks the sash securely in position.

Did you ever see anything like it? Did you ever **sell** anything like it? If you haven't, this is your opportunity, for it sells as easily as it works.

Stock it and confirm the reports of the rest of our dealers. Catalog?

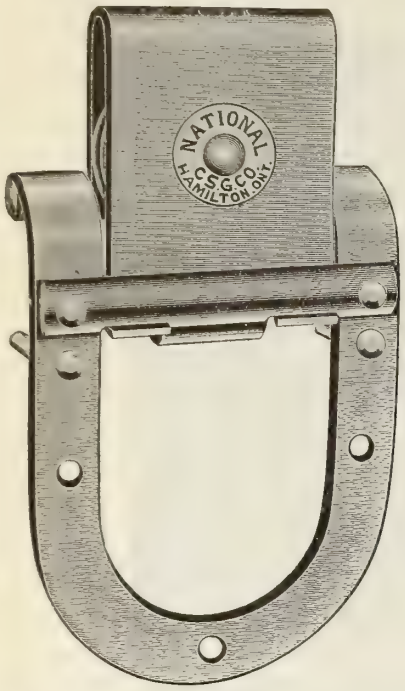
NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

BUILT TO SELL EASILY

And Give Satisfaction



The "National" is a Flexible Anti-Friction Roller Bearing Hanger that has been tried under every imaginable condition and stood the test.

A Door Hanger made entirely of steel, and embodies so many distinct advantages that it is easy to sell, its quality ensures satisfaction and every sale shows a profit worth while. Let us supply you with everything you need to display and sell our profitable line of Hangers.

Canada Steel Goods Co., Ltd., HAMILTON ONTARIO

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS **TIN-TOUGHENED** **MASCOT** **ATLAS W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited
Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

"Yes, He Bought a Hay Rope Three Years Ago-He's Been a Customer Ever Since."

This is not an isolated case, it has occurred in the experience of every Plymouth dealer more than once. His purchase may have been a hay rope or it may have been any one of the hundreds of Plymouth products, binder twines, drilling cable, towlines, tent rope.

Every kind of

Plymouth Rope

is of the same high quality. It all makes friends. The man who has once used Plymouth will demand it again, and he will remember that he got a very satisfactory rope at your store when he is in the market for nails, or hinges, or a new buggy.

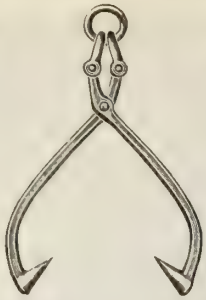
There are many possibilities connected with every sale of Plymouth Rope.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

DISTRIBUTORS IN ALL LARGE CITIES

If interested, tear out this page and keep with letters to be answered.



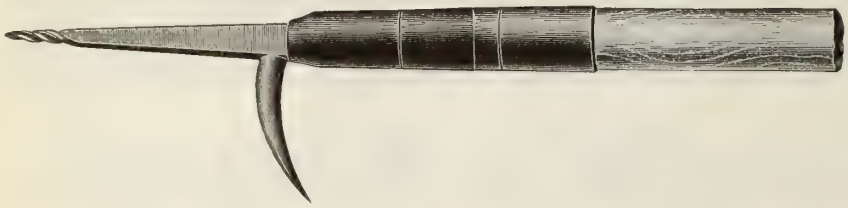
MAKE YOUR STOCK OF LUMBERMEN'S SUPPLIES COMPLETE BY CARRYING THESE TWO WELL-KNOWN AND POPULAR LINES.

"SOO LINE"

LOGGING TOOLS HAVE ESTABLISHED AN ENVIABLE NAME FOR THEMSELVES AMONG LUMBERMEN WHO INSIST ON QUALITY FIRST. DON'T HAVE TO TELL THEM "THIS IS JUST AS GOOD."

"SAGER" AXES

ARE AT THEIR BEST WHEN SUBJECTED TO EXTREME CONDITIONS. THEIR POPULARITY IS DUE TO THEIR DEPENDABLE QUALITY AND EXCELLENT WORKMANSHIP.

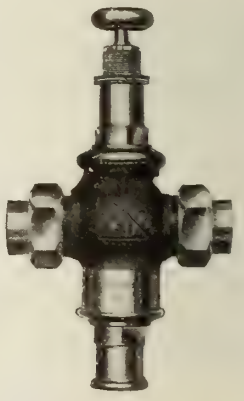


Canadian Warren Axe and Tool Co.
Limited
ST. CATHARINES, ONTARIO

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve

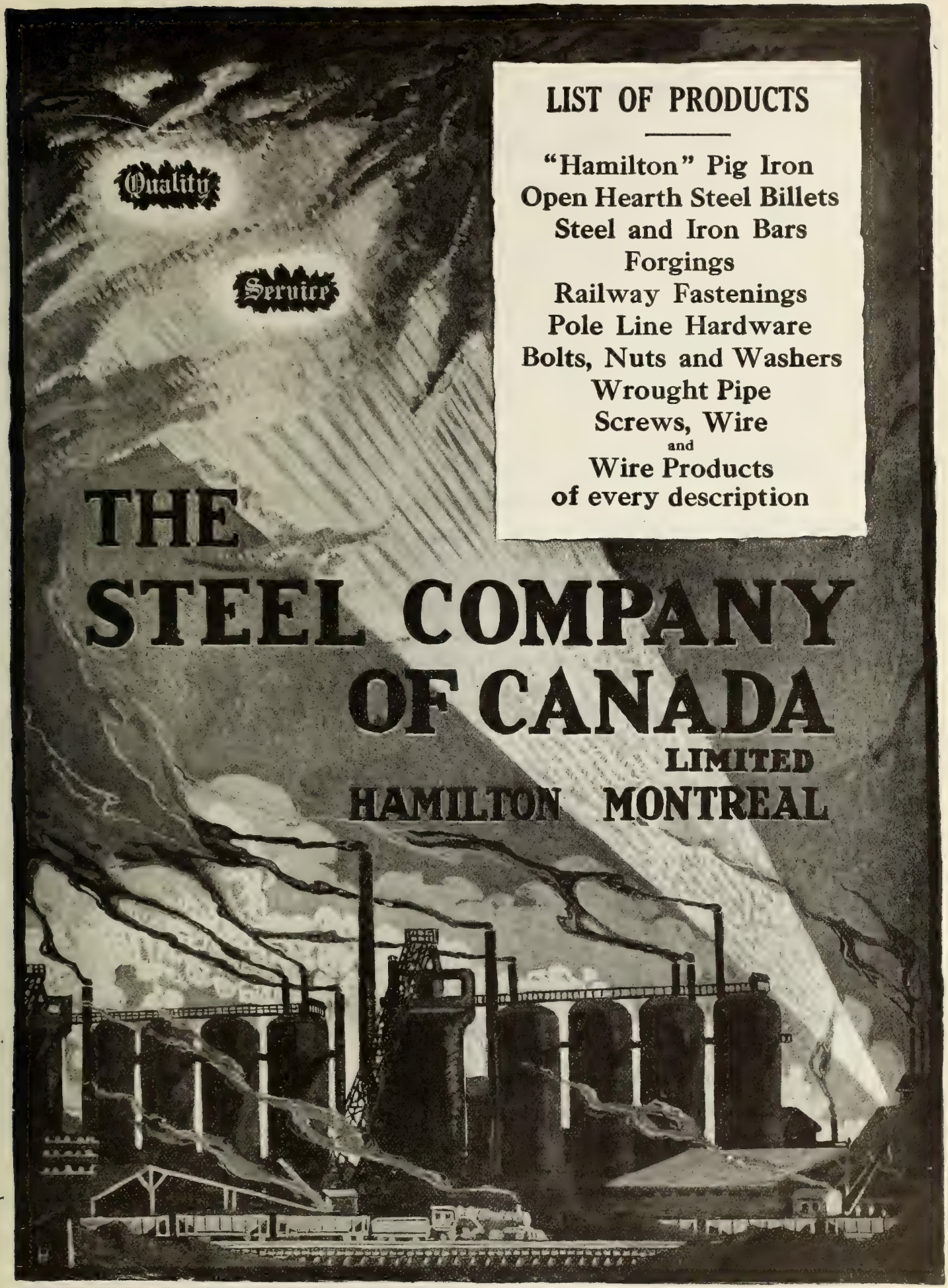


will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited
93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

Here's a way to get good new business

Put a "Reeds" Oily Waste Can on your floor and let the managers of every factory in your territory know you have it.

Drop a note to each one and say simply, "If you will drop into my store I can show you something that will cost you little but will materially reduce the insurance rate on your factory." They'll come to see—the rest can safely be left to your salesmanship and the merits of the can itself.

"Reeds" Oily Waste Cans are made to conform to the requirements of Fire Insurance Underwriters.

There's only one way to buy "Reed" Products — direct from the maker. Send in your order to-day or write for more particulars.

Large Stock. Prompt Shipment. Special Dealer Prices.

GEO. W. REED & COMPANY, LIMITED

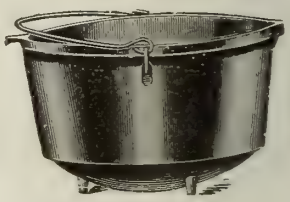
37 ST. ANTOINE STREET - - - - MONTREAL

ROOFERS SUPPLIES

CAST IRON HOLLOWARE

Straight Pot.

Bellied Pot.



Lipped Kettle.

Spiders, Cast Iron.

Also, Tea Kettles, Eccentric Pots, Scotch Bowls, Chaudrons, Pancake Griddles, Waffle Irons, Sugar Kettles. Finely cast and nicely finished.

Strong and Durable, have stood the test of time and are always in heavy demand.

CANADA FOUNDRIES AND FORGINGS LIMITED

(JAMES SMART PLANT)

BROCKVILLE, ONT. - - - WINNIPEG

If interested, tear out this page and keep with letters to be answered.

We are not Playing Checkers

Every man-jack of us at the Carborundum plant is working like the proverbial beaver, for never before has there been such a demand for Carborundum and Aloxite Products.
We are doing our level best to meet this big demand—enlarging our plants, increasing our forces, speeding up production—we are even building a big 20,000 horse power furnace plant in Canada in our efforts to keep up with things. We have a definite service to perform for we are helping to produce the necessities of war.

Carborundum and Aloxite Products are Doing Their Bit

They are grinding shrapnel shells, high-explosive shells, rifle barrels and parts—grinding bayonets and sabers. They are grinding a hundred and one different parts of the aeroplane and the auto truck, the machine gun and the field gun. They are shaping armor plate and grinding car wheels; grinding plowshares, and the tools of the metal-working trades of the world. They are grinding torpedo tubes and torpedoes, grinding submarine engine bases; beveling the lenses of periscopes and buffing the soles of the army shoes and grinding the shears for the pocket kits of the "Sammies." They are doing a thousand and one war tasks quicker and better than they have ever been done before.

Carborundum and Aloxite products are surely doing their bit, but with it all we haven't neglected for one instant our regular patrons—we are doing all in our power to keep up with the pace; to keep up to the standards of Carborundum service.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

NEW YORK CHICAGO BOSTON PHILADELPHIA CLEVELAND CINCINNATI
MILWAUKEE PITTSBURGH GRAND RAPIDS

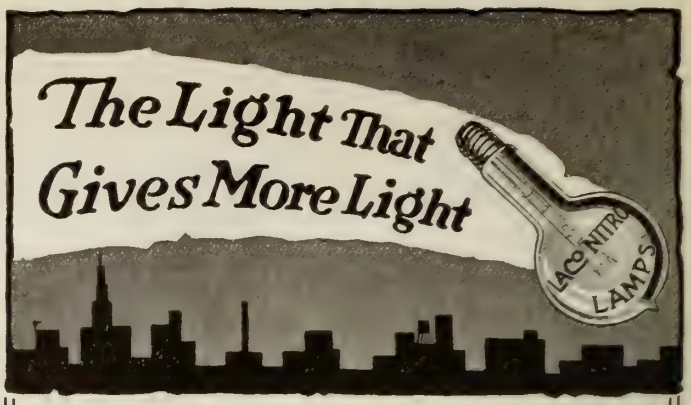
If interested, tear out this page and keep with letters to be answered.

Your Advantage in Selling Standard Grade Tools

is that you can be certain of your customer's satisfaction with them.

For example, a buyer expects a file to be hard and sharp and wear well.

When you sell him "Famous Five" Files he knows in advance that his expectations will be realized. Specify them when ordering.



Sell the Best Bulb

LACO NITRO LAMPS

ARE GUARANTEED TO GIVE SERVICE.

60 Watt size - - - 700 hours
100 to 1000 Watt size - 1000 hours

DURING THIS GUARANTEE PERIOD LACO NITRO LAMPS SAVE THE COST OF NEW BULBS.

Cut this out and show it to your customers.

NAME OF LAMP	WATTAGE AND CANDLE POWER CLAIMED FOR TESTED LAMPS	ACTUAL CANDLE POWER OF TESTED LAMPS	ACTUAL WATTAGE OF TEST LAMPS	COST 1000 C.P LIGHT FOR 1000 HRS AVERAGE COST CURRENT 2¢ PER N.W.H.			1000 HOUR LOSS
				LAMPS NEEDED	TOTAL WATTS USED	1000 HR COST	
LACO NITRO	100	111.5	104	9	936	$23.40	NONE
Competing Lamp "A"	100	78.5	101	13	1313	32.83	$ 9.43
" " B	100	87.5	109.5	12	1314	32.85	9.45
" " C	100	66.9	103	15	1545	38.63	15.23
" " D	100	63.0	100	16	1600.	40.00	16.60

Tabulation showing 30% to 50% saving of current consumed by using Laco Nitro Lamps in preference to inferior grade lamps whose first cost may be slightly less.

ALL SIZES—60 WATT to 1000 WATT.

Ask your jobber or write direct to us for prices, trade discounts, etc.

Canadian Laco-Philips Company
LIMITED

Montreal Toronto Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Now booking orders for Spring

It will pay you to send TODAY for Spring delivery proposition on trough and pipe

Die Stamped Eavetrough Saves You Money

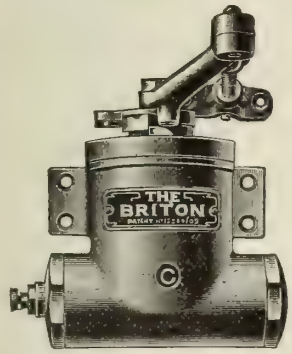
Use Guaranteed Conductor Pipe. Never Springs Open.

You need these "Quality First" goods—they are money and time savers for you.

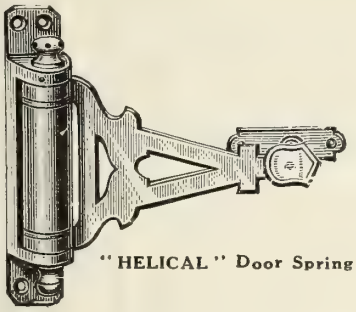
Stock carried by Geo. W. Reed, 37 St. Antoine St., Montreal

The Metallic Roofing Co., Limited

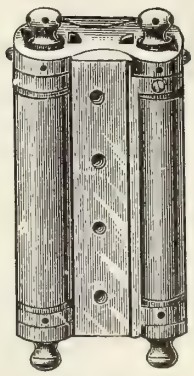
TORONTO MANUFACTURERS WINNIPEG



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



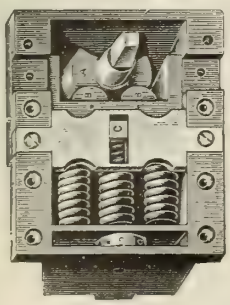
Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

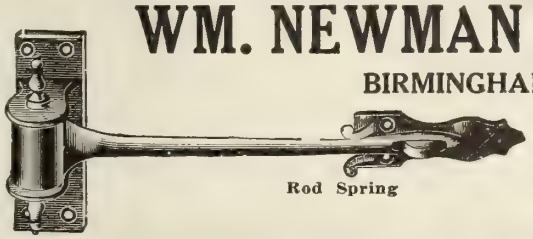
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now



"Invincible" Floor Spring.



Rod Spring

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

ENQUIRIES TO

FREDERIC SARA & COMPANY

Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

"Belleville" Hardware Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario

EXCELSIOR · HIGHEST STANDARD ·

Preserving Beautiful Furniture

The tops of tables, buffets, chiffoniers, etc., are subject to constant wear from hard objects and are constantly in danger of being marred by scratches and dents. Their original beauties can best be preserved by covering with clear, flawless plate glass.

Few of your customers have ever considered this means of preserving the beauties of their most cherished pieces of furniture. A proper presentation of the case of plate glass, and its economy is bound to result in added business.

Ask us to help you put this idea before your customers.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

Fast Selling Line

MENDETS
A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.
DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

MADE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

A Satisfied Customer

The greatest asset a retail merchant can have is a satisfied customer

There are three ways by which a customer can be really satisfied,—

(1) Good goods at the right prices.
(2) Courteous treatment.
(3) Prompt service.

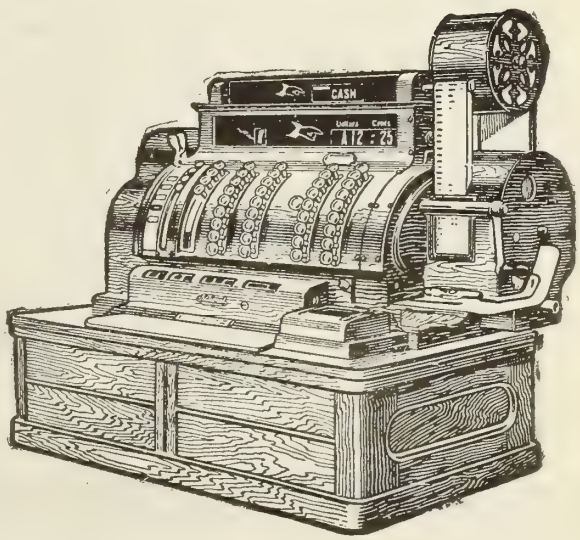
Good goods at the right prices can be supplied by turning your stock over as frequently as possible and by figuring on a fair margin of profit.

Courteous treatment is due all your customers. Your clerks should treat your customers with the greatest civility and respect.

Prompt service can be given customers by employing the most efficient methods of handling sales.

A National Cash Register System is the most improved method in the world. It eliminates delays, disputes, errors, and creates a friendly rivalry among your clerks. It conserves your profits and keeps down overhead cost.

Write us for further information. This will place you under no obligation.



The National Cash Register Company of Canada, Limited
350 Christie St. Toronto, Ont.

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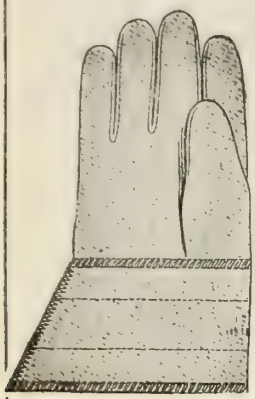
TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves
Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

High Quality TOOLS
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Lawn Mower Orders Placed Before Dec. 31st

Despite the unsettled condition of the steel and iron markets we are confident of being able to deliver by April, 1918, all orders for Taylor-Forbes Mowers booked before December 31st. We urge dealers to book their orders as early as possible and thus assist us in overcoming as far as possible the present abnormal conditions. If your jobber cannot quote on T-F Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA

COMFY WEATHER STRIP

Keeps Out Cold

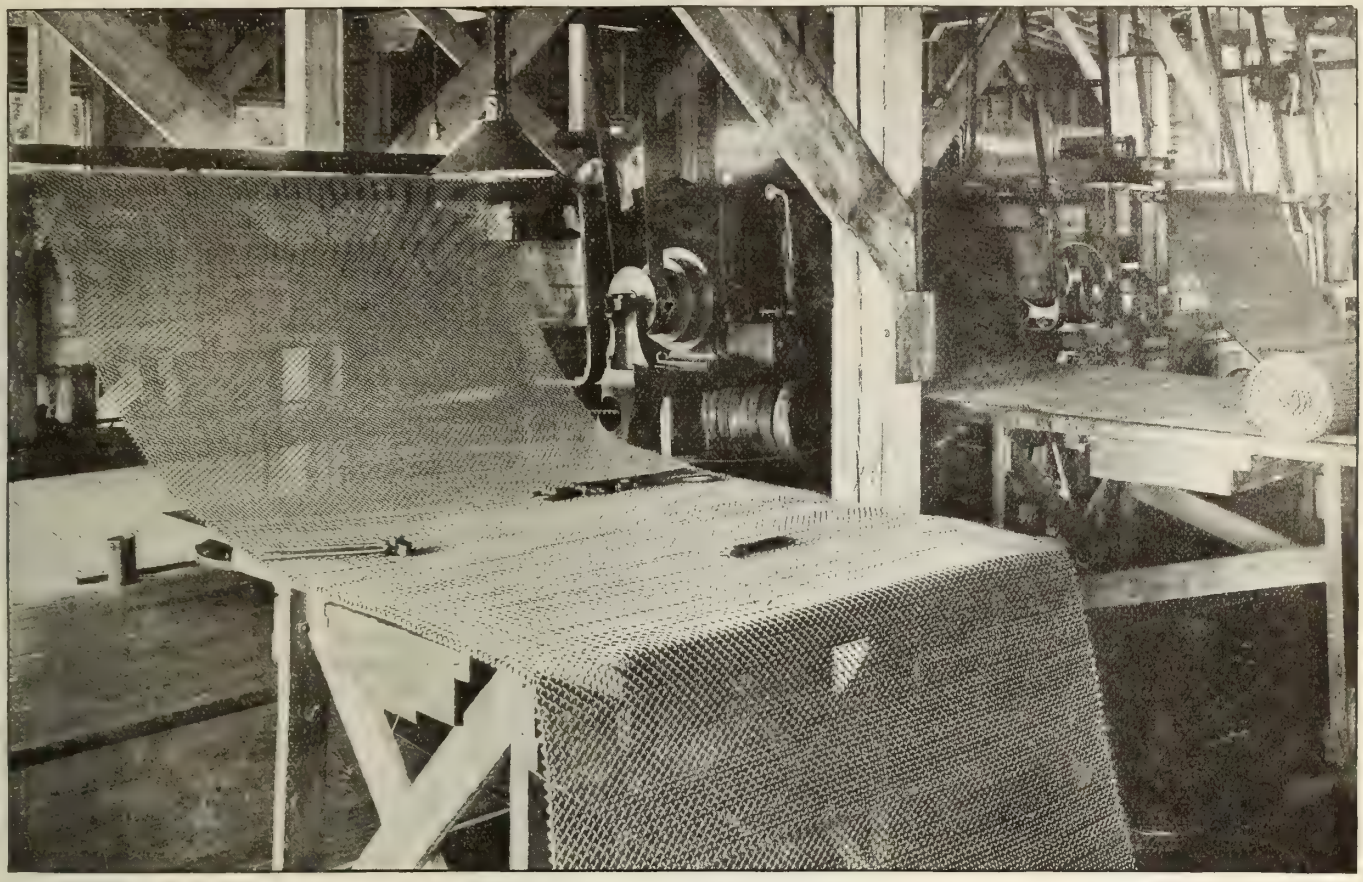
Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



The Deadly Parallel

Of Use Under Exactly Similar Conditions Demonstrates the Superiority of Armco Iron

The illustration is of Armco Iron Chain Link Conveyor Belt, as made by the Page Woven Wire Fence Co., of Adrian, Mich. This pattern is used in a chemical factory for conveying a corrosive mash a distance of several hundred feet. This use is extremely severe on iron and steel: conveyor belts made of ordinary material last only a few weeks. Armco Iron belts serve so much longer that they are to be employed exclusively.

The National Refining Co., of Cleveland, O., has found that Armco (American Ingot) Iron tubes in Lehman condensors last from two to three times as long as other irons and steels formerly employed.

The St. Joseph Lead Co., of Herculaneum, Mo., states that in convertor hoods, where the service is exceptionally severe, Armco Iron has over twice the life of alternate metals, the test being that of actual use, side by side.

The American Rolling Mill Company

MIDDLETOWN, OHIO

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets
Roofing, Pipe and Metal Lath

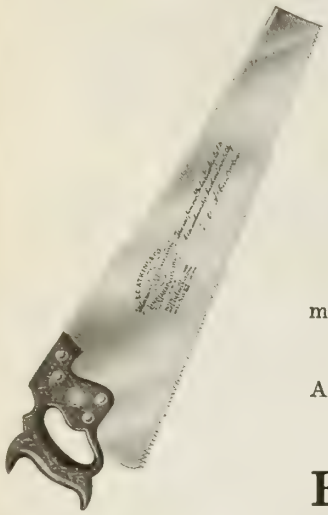
Branch Offices at New York, Washington, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta and San Francisco

If interested, tear out this page and keep with letters to be answered.

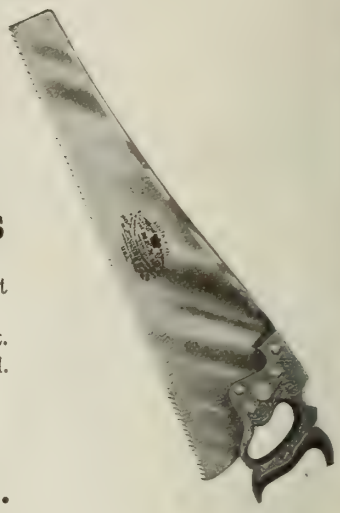
Material, Workmanship and Complete Satisfaction guaranteed.

A line backed by over sixty years' experience.

ATKINS



STERLING STEEL
Hand Saws and Trowels



A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. **VANCOUVER BRANCH: 109 Powell St.**

Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

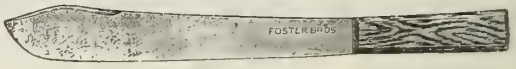
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**



FOSTER BROS.' BUTCHERS' KNIVES

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

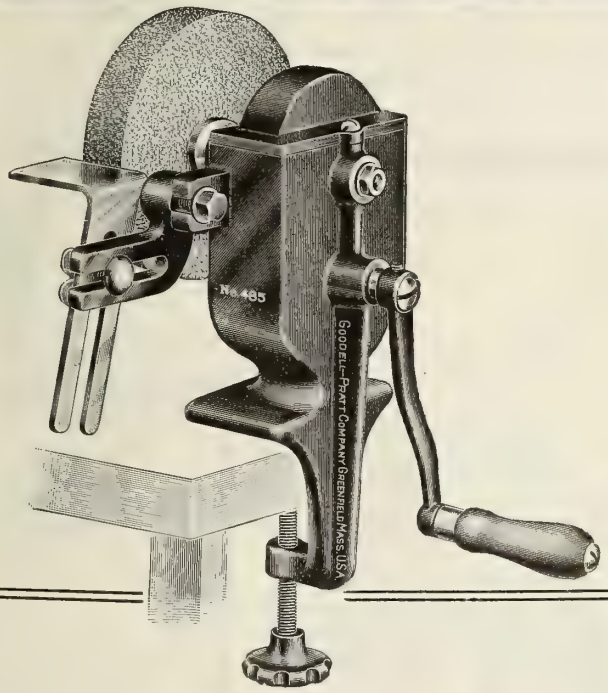
Established Since 1835

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

IT'S SMALL BUT—



IT IS GOING TO GO BIG

The first small Grinder that is a real machine. Just turn the crank once and the wheel spins around 22 times. This high speed and high power makes it the most practical small tool grinder ever made, and it packs away snugly in one corner of any tool box. It has a series of gears packed in grease that makes it run so smoothly. And it is the 5-inch Alundum Wheel that puts such a beautiful edge on tools.

List Price, each.....$7.00

GOODELL-PRATT COMPANY

Greenfield *Toolsmiths* **Mass., U.S.A.**

If interested, tear out this page and keep with letters to be answered.

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

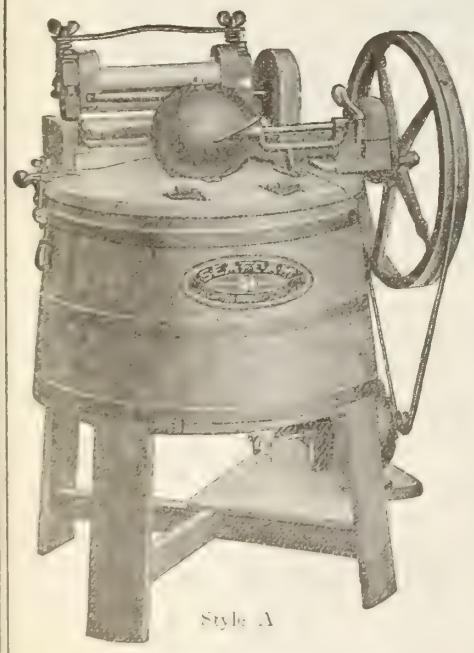
Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.



Style A

A Rapid Worker
A Perfect Cleaner
Easy on Clothes
Simple in Construction (no complicated parts to get out of order)
Works From An Ordinary Electric Light Socket
Washes and Wrings at the Same Time or Separately.
Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited
Hamilton, Canada

"HERCULES" SASH CORD

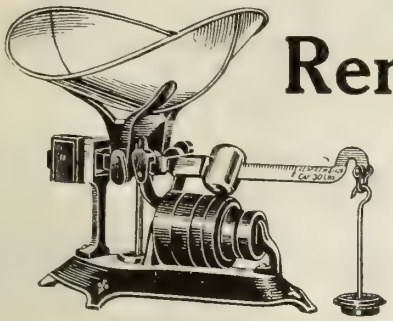
Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada



The

Renfrew

Household Scale

Capacity ½oz to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

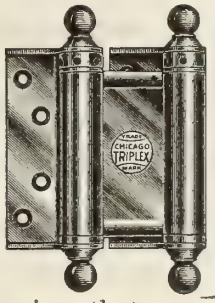
Head Office and Works, Renfrew, Ont.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

TRIMO TOOLS

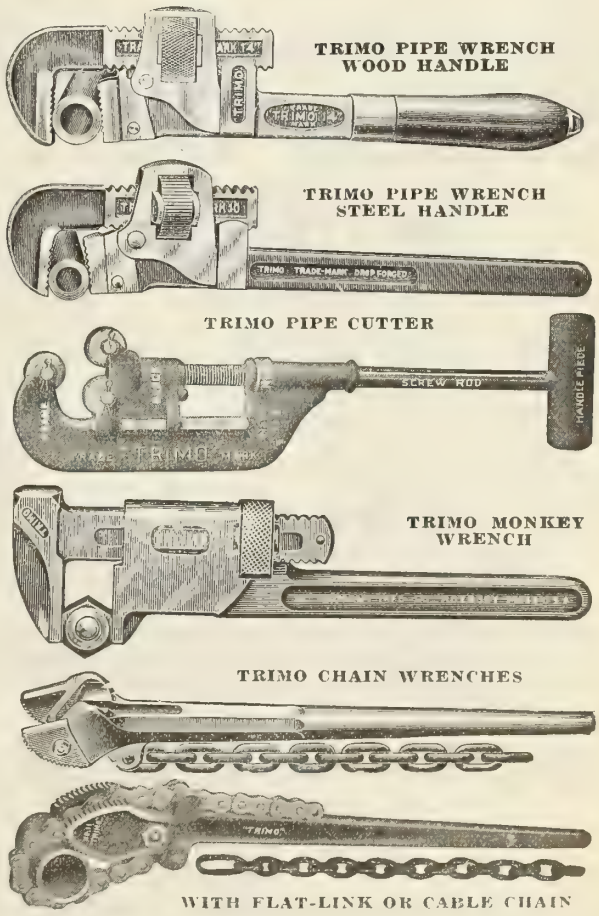
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



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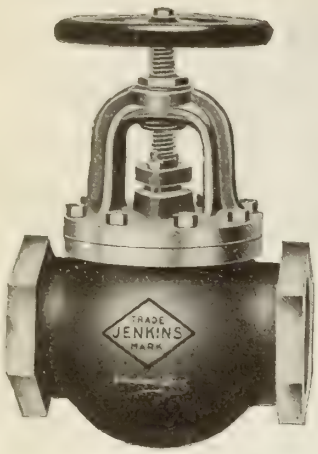


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works: HAMILTON, CANADA

Manufacturers of high-grade trucks. Above illustrates popular style of rubber-tired truck. Write for prices.

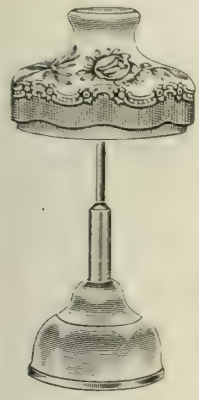
The London Foundry Co., Ltd.

LONDON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

"NULITE" PORTABLE APPLIANCES

Table Lamps, Lanterns, Hanging Lamps, Bracket Lamps, Chandeliers, Self-Heating Irons, Camp Stoves

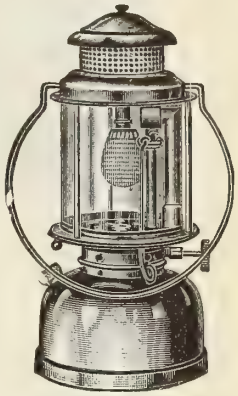


Nulite No. 10 Reading Lamp. A favorite table lamp. Gives 400 C.P. Burns 50-60 hours on (1) gal. gasoline.

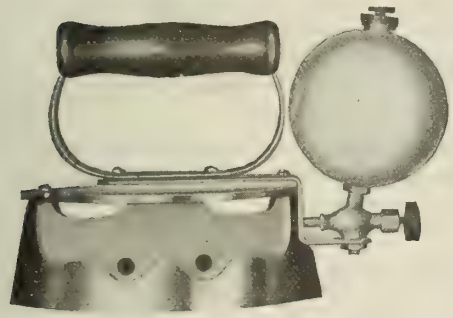
ALL PORTABLE APPLIANCES—Easily sold everywhere. They make their own gas from ordinary gasoline and produce light that is enduring, safe and satisfying.

18,000 MERCHANTS—JOBBERS—DEALERS—are successfully handling NULITE Lamps. Cost is low and efficiency, economy, low maintenance expense and absolute dependability offer an irresistible appeal to the consumer.

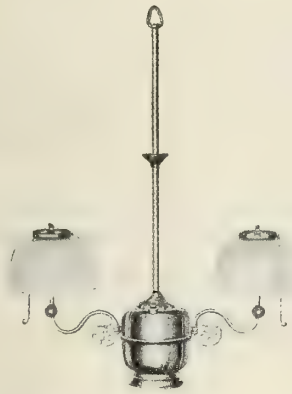
NULITE Lamps are not experimental. They embody everything that experience has shown best and most practicable in lamp construction. Backed by a long continuous record of successful past performance they help sell themselves. NULITE Lamps are produced in large quantities at minimum cost and sold through the jobbing and dealer trade at prices insuring quick turn-over and substantial profits.



Storm King Lantern. Very serviceable; storm, rain and insect proof. Gives 350 C.P. Holds (1) qt. Burns 12-16 hrs. on one filling.



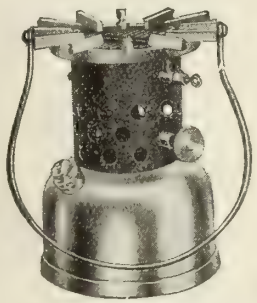
Comfort Self-Heating Iron. A two-point iron both ends front ends. Operates at a cost of (½) cent per hour.



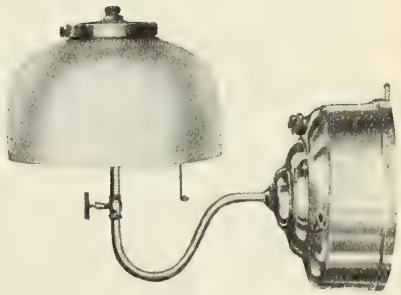
Nulite No. 202 Chandelier. For lighting large rooms in homes or for use in churches, halls, schools, etc.

Nulite No. 210 Table Lamp. Substantial design. Convenient size. Light weight. Gives 400 C.P. Operates efficiently and cheaply. Low in price.

Nulite No. 203 Hanging Lamp. There is a big field for the sale of this fixture.



Handy Camp Stove. For heating and cooking. Used by campers, hunters, soldiers, travelers, motorists, miners, etc.



Nulite No. 207 Wall Lamp. For lighting rooms with very low or extremely high ceilings. Suitable for bedrooms, halls, porches, etc.

THE TIME IS RIPE—THESE GOODS ARE RIGHT—WE HELP YOU SELL. WRITE now for full particulars and prices—USE THE COUPON.

National Stamping & Electric Works

SOLE MANUFACTURERS

410-424 S. Clinton Street **CHICAGO, U.S.A.**

National Stamping & Elect. Works.,
410-424 S. Clinton St., Chicago, U.S.A.

Gentlemen:—

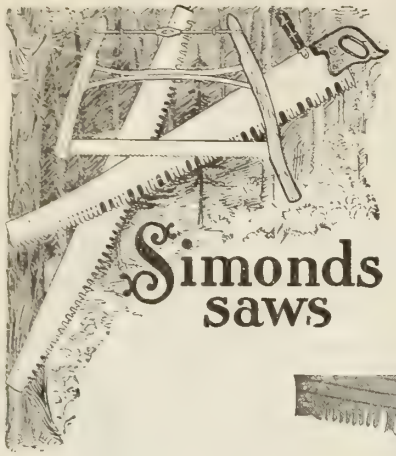
We are interested in articles checked. Send full particulars and prices.

[] Lamps **Name**.....

[] Irons

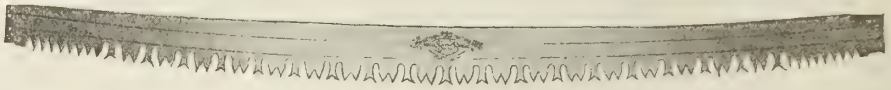
[] Stoves **Address**.....

If interested, tear out this page and keep with letters to be answered.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

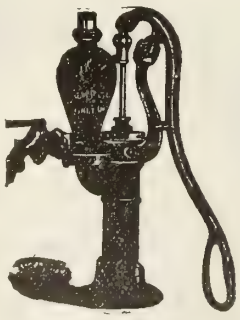
Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

No. 10½. Sway Back Hand Saw.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

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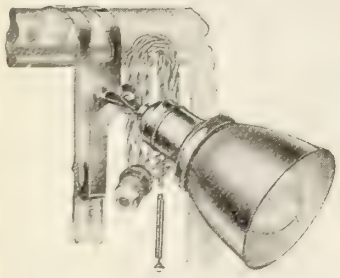

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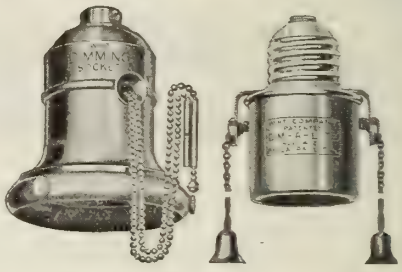

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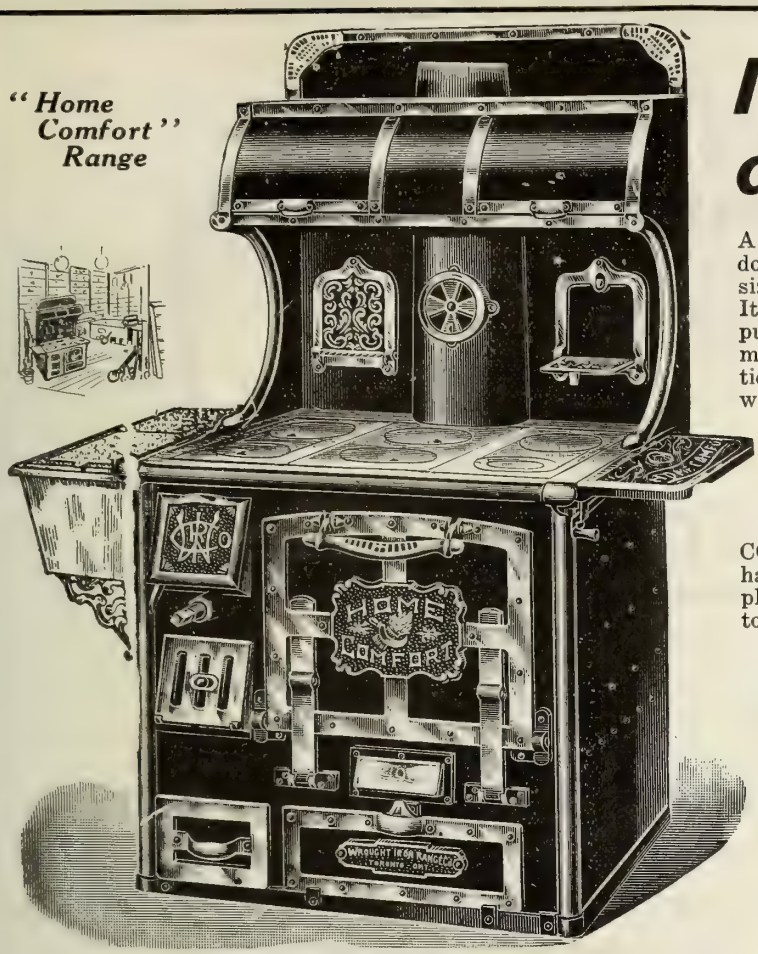

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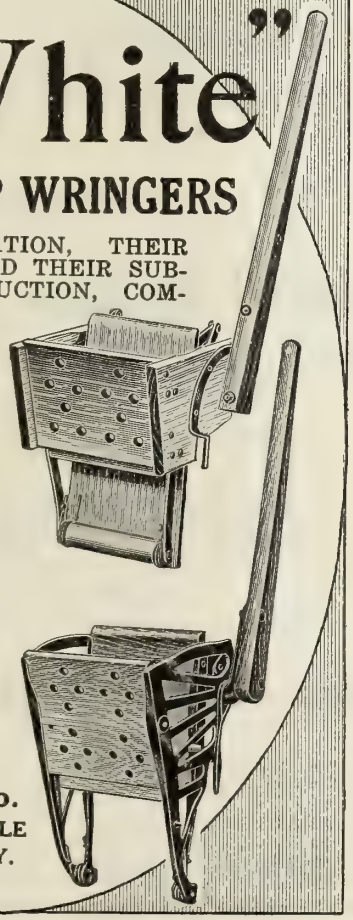

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, DECEMBER 1, 1917 No. 48

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HARDWARE AND METAL

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Vol. 29 TORONTO, DECEMBER 1, 1917 No. 49

War Preparations in Washington

How the United States Government is Using the Services of Business Men to Organize the Country for War—Canada Can Learn Much From What Has Been Done—A Brief Survey of the Steps That Have Been Taken Toward Co-ordination.

EDITOR'S NOTE.—*This is the first of a series of six articles covering the situation at Washington as seen by one of our staff. The efforts of the Government in co-ordinating business with government activities is meeting with a great measure of success and the steps which are being taken will be outlined fully. The seres should be of great nterest to men engaged in all branches of business.*

Washington, D.C.

UNCLE SAM is now preparing for a long and grim war. His whole war outlook has changed during the past two months, in fact. At first he harbored the notion at the back of his head that the world was on the threshold of peace. Something was going to happen to bring it about; Austria was going to knuckle under; the German people were going to heave up and slide the Hohenzollerns into the abyss; the western front, bending and straining under Haig's hammer blows, was going to suddenly crack.

This unbounded optimism has now vanished and the American Government is working tooth and nail to create a war machine that will represent the full might of the American nation and be good for the strain of years of warfare. Washington is bending to the task. The inadequate suit of war clothing that had been cut out and partly basted has been ruthlessly ripped apart and the master cutters are at work on a fit for a full-grown, powerful warrior.

A visit to Washington reveals the grim determination with which the task is being taken up. There is a full realization there that, with a population of one hundred million, a glut of wealth, an unparalleled industrial development and practically inexhaustible resources, the American people are in a position to wage war mightily. That is, if the will of the people can be welded into the strength and flexibility of steel, if the wealth can be applied and if the industrial resources of the country can be utilized for war purposes. This is Washington's task. It is not difficult to raise an army of anywhere from one to five million men. But to feed. clothe and arm that army, to help feed the allied countries, to build ships faster than the U-boats can sink them, to provide transportation facilities; all this is a giant's task.

The American Government is going to rise to the emergency. There are several reasons for believing this, but the greatest is that the Government has *conscripted brains.* An organization is being built up in Washington which will control business in every State of the Union and effect the closest co-ordination between the Government and the business interests of the country.

Washington in a Turmoil

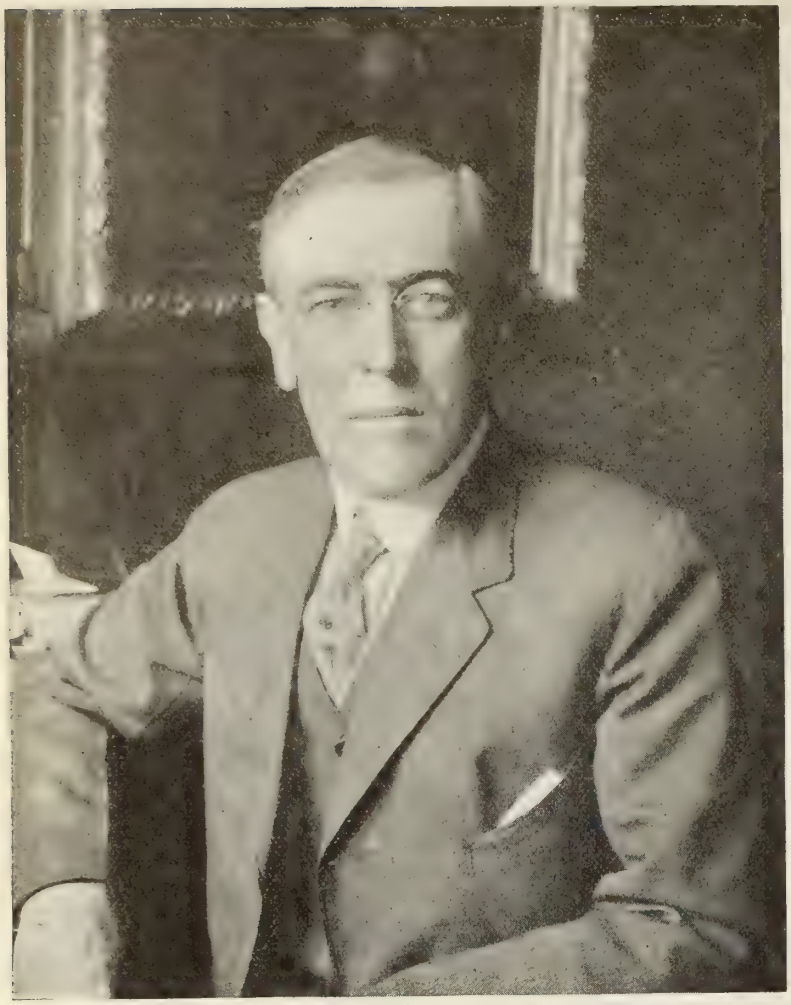
To say that the capital city is in a turmoil is putting the case mildly. Always a staid and dignified city, given over exclusively to the orderly processes of federal government, Washington has suddenly been called upon to house a galvanic, ever-growing organization capable of running a war. The place has become crammed literally to the roof. The Government is spreading out, annexing buildings, erecting new ones, expropriating private residences, monopolizing hotels. The trains running in and out of the city are always crowded. Hotel rooms are at a premium.

I arrived in Washington late one night and confidently sought out the hotel where I had made a reservation. It looked like a place under siege. I fought my way to the desk through a crowded rotunda and finally engaged the attention of one of the harassed clerks.

"Reservation? Oh, yes," he said. "But all these people have reservations too—and we haven't a room vacant. Just got word from the gov'ment to hold seventy-five rooms with baths to-night. Sorry."

I learned later that a deputation of boot and shoe manufacturers were due that night to go into matters of leather supply and army boot contracts with the Government. They came at the request of the federal authorities and they had to be accommodated. Just pause a moment and look that idea over. Seventy-five business men, experts in their line and from all parts of the country, had been summoned to Washington to give the buyers of the Government advice on the leather situation. It is safe to say that, when they left, the leather situation had been solved to the satisfaction of the Government and the manufacturers as well. The old way was for a few politically appointed officials to decide on some

New buildings being erected at Washington for the Shipping Board.



Wilson is the hardest nut the politicians have ever tried to crack.

course of action and then find out how it suited conditions later.

Canadian Fliers Here

So I went over to the next hotel in line and found it just as crowded, if not more so.

"Government's ordered forty rooms," was the explanation of the clerk. "Some flying men from Canada coming, a bunch of automobile men and a deputation from California. Can't accommodate our own customers nowadays."

I finally got a room that night in a hotel improvised out of some old stores, a room over a moving picture theatre and containing a zinc bath with the date stamped indelibly on it, 1885. Next morning I visited fourteen hotels and got a room in the last one on my list.

I found afterwards that the whole city was in the throes of expansion to meet the sudden influx. Buildings are being rushed up on every hand, particularly apartment houses. Rents have doubled. I met one man, a faithful civil servant whose salary had crept up twenty per cent. and who this fall had seen his rent go from $40 a month to $85.

A story is told of expert profiteering on the part of some enterprising real estate men. Several contracting firms had gone extensively into the building of apartment houses this summer. The foundations were scarcely in when it was intimated to the builders that the whole accommodation would be needed for government purposes. The intimation came through real estate agents, but it looked like government business and the contractors gave blanket leases covering all apartments. When the buildings were completed the agents stepped in and started to release the apartments at double the rental paid the owners and to private parties. On one apartment house alone the agents are making a clear monthly profit of $800—and they don't have to turn a finger.

Temporary Government Offices

The Government has been forced to extend into practically every part of the city. New buildings are being erected, some of them of a purely temporary nature.

When the formation of the Advisory Commission of the National Council of Defence had been completed, the question of accommodation arose. The machinery built up was an extensive one and many hundred offices had to be provided for the men who were coming to Washington to organize the resources of the country. When estimates of rental costs were received the officials in charge were rather staggered.

"We can put up temporary buildings and save a lot of money," said one.

"But," objected one of the National Council, "some of these men are on their way to Washington now. They must be accommodated right away. The work is important. It can't be delayed—not by a day."

"All right," declared the first speaker. "We'll get you temporary offices, but we'll start in now and put up a building for you. I'll guarantee personally to have it ready in two months."

It looked like a big order. But that very afternoon authorization was secured for the use of vacant Government land within sight of the White House—and the contracts were let! The building was practically completed in fifty days. In fact, on the fiftieth day the officers of the Advisory Commission moved in and found everything ready for them. It is a stucco building of good appearance with beaver board partitions and pine floors. It is commodious and thoroughly suitable and it represents a saving to the Government of the United States of several hundred thousand dollars. To the mind of the observant visitor it is emblematic of democracy and of the kind of efficiency that grows out of the co-ordination of business brains and experience with Government authority.

Increasing the Capital's Facilities

The orderly old city has been upset in other ways. So tremendously has the volume of business done there been increased that the telegraph and telephone facilities were hopelessly inadequate. In the early days when the war organization was just beginning to sprout from the aged trunk of the civil service, officials used to find themselves repeatedly up against an *impasse*, with the wires choked with rush messages and the long distance lines filled. All they could do was to sit back and wait. Finally the heads of the telegraph and telephone companies were summoned to Washington and an arrangement effected by which the management of all lines was pooled and placed in the hands of a joint board subject to Government control. More about this arrangement will be told later, but in the meantime it is interesting to trace how the congestion at the capital was relieved. The number of wires out of Washington was immediately increased from 148 to 294, and these will be added to. Construction was started on a new central telephone office with an ultimate capacity of 10,000 lines. Systems all over the United States were overhauled and coordinated with the result that 10,000 miles of special systems were withdrawn from commercial use entirely and given over exclusively to the Government.

As an evidence of why so extensive enlargements of the service were necessary a conversation with the head of one of the branches of the Ordnance department may be quoted.

"What change has come about in the size of your department as a result of the war?" he was asked.

"Up to April of this year," he replied, "the whole staff of the department numbered 150. It is impossible to say how many we have working for us now, owing to the tremendous ramifications of the

system. There are advisory committees and men serving without salary. But we have 3,000 clerks and stenographers alone and to-day we occupy 11 buildings. Next year? We may need the whole city just to house this department."

The Government and the Business Man

But the main object of this series is to show how the American Government is handling what might be termed the business side of the war; how industrial resources are being organized and business experience utilized in the tremendous work of girding up an industrial nation for war. It has been getting more apparent all the time since August, 1914, that wars are not won entirely on the battlefield, but that victory in the first place must be hammered out in the factories and calculated in the counting houses and wrested from the soil. The best prepared and organized side will win this war.

Thinking men in Canada have felt that our own efforts toward national organization have been inadequate and that a change would have to be made before we would be able to take our full share in the struggle for democracy. There has been no organized attempt to co-ordinate business interests with the Government. Up to the present the work at Ottawa has been carried on very largely by political appointees. There has been inertia, lack of initiative, all the evidences of the ineptitude that accompanies party government. It may be that, after the pending election, there will be a complete change. In the meantime, however, thinking people in Canada have watched developments in the United States with keenest interest and they have seen the Government at Washington inaugurating measures that we in Canada have not yet undertaken. They have seen Uncle Sam gathering to his aid the most successful men in all branches of activity—business men, engineers, educationalists, labor leaders—and through them organizing the resources and the man power of the country in a way that no government alone could do. It has been an object lesson.

An Organization Full of Faults, But——

The work done at Washington is far from perfect. The war organization that has been created is unwieldy, shamble-jointed, wide open to criticism. And it is drawing criticism in full measure! The chorus of discontent comes from all quarters. Business men are not satisfied with it. It needs to be boiled down; authority must be concentrated; execution of work must be speeded up. The politicians clamor against bringing in business men; the public howls a sustained protest perhaps on general principles.

"You have come down from Canada to find out how we are doing things here?" asked one official—and he was placed high up—with a degree almost of astonishment. "Why, we are doing nothing yet the way we should. We have everything to learn. We're groping. I'm afraid you can't learn anything from us."

This spirit was reflected in varying degrees everywhere. They are not at all satisfied with what they have done. They are going at the task of finding better methods with a grim, stick-at-nothing attitude that promises results. Part of the hastily constructed machine is going to be pulled down and rebuilt. And, from present indications, it is going to be rebuilt *right*.

A survey of what has been accomplished to date leaves the impression that we can learn a great deal from Uncle Sam. A visit to the temporary building down at D and 18th Street, where the advisory committees of the National Council of Defence are located and a study of what has been accomplished there deepens that impression. They haven't done everything right by long odds, but some of the things that have been done can be described only as miracles.

It is intended, therefore, to tell just what has been done. A duty that war imposes on all belligerents is to profit by the examples and the mistakes of Allies and foes alike. The United States is profiting by the achievements and the mistakes chiefly of the Allies; and Canada in turn can profit by keeping a close watch on what is transpiring in Washington.

Why Business Went to Washington

The all-important thing done has been the conscription of business brains and experience; all important because it is the foundation on which the whole organization is being built. This principle was not adopted without opposition. The professional politician class fought vigorously against bringing business men to Washington. War was a matter for government control; let the business man stay in his factory and his warehouse and produce what he was ordered to produce.

The story goes that some of them waited on the man who sits in the White House. By the way, the politicians have found that Wilson, the Professor, who it was thought would be as putty in their hands, is the hardest nut to crack that politicians have ever had. He puts on his glasses and in that cold, academic way he has proceeds to find the joker in everything they put in front of him.

However, a few of the inner circle carried the protest of the professional politician to the White House. They voiced their resentment of the movement for co-operation with the business interest. The President heard them through.

"Are you aware that before this war is won," he said, according to the story, "it may be necessary to take men from every industry in the country, to take all materials, to utilize every factory? Could the Government do this best with the co-operation of the men who control and understand industry or without it?"

"You have probably not considered," he went on, "that this war is not going to be won by armies. It is going to be won in the factories and on the farms."

The interview was a brief one. The principle of working closely with the business men of the country was firmly established.

Big Men in the Government Service

In the first place, it became necessary to create new positions. For the most part they were filled by securing the men best fitted for each post quite apart from all considerations of political expediency. The Shipping Board was created and "Hurry up" Hurley was secured to take charge. Hurley is the best man that could have been found in the whole of America for this particular job—a two-fisted, dynamic executive who gets things done and has long experience behind him. Col.

(Continued on page 55.)

A new Government building at Washington.

"Hurry up" Hurley, the business man, head of the U.S. Shipping Board.

Getting Returns from Display Window

The Drawing Power of the Window Display — Works 24 Hours a Day and 7 Days a Week—Points to be Considered in Arrangement — The value of Price Cards—Christmas Goods Should be Featured Now.

WITH the Winter and Christmas holiday seasons fast approaching, merchants who are looking for the largest returns from business during these seasons are busying themselves in the preparation of window arrangements that will be effective in drawing trade during these special periods of the year. Competition for business at these times is greater than usual and the only way to successfully compete is to have such window dressings that the passing customer will instinctively be drawn to further investigate and ultimately become a purchaser. Window displays have a tremendous effect upon the individual, and sometimes this effect reaches the proportions of a semi-hypnotism which literally carries him off the street into the store. Really effective window displays are irresistible and represent the most powerful medium for the attraction of trade. For this reason some few suggestions along the line of window dressing will not be out of place at this point.

Windows Always Open

In the first place, the merchant should remember that when his store is closed to the public the windows are always open, that is if he uses his windows to the best advantage. Generally during the holiday season this is the case, even if such is not the practice at other times of the year. At night, on Sundays and holidays, when your store doors are closed the windows can be made pay a dividend. People strolling along the street will pause before a well-lighted, tastefully arranged window display and pass by the dingy, unkempt one with disdain. At Christmas time the number of people on the streets at night is much greater than normally and this element is therefore of greater importance at this season. The people who are attracted will become your customers, all things being equal.

A certain merchant in a small city made it a habit to keep his windows dark; as a result he had no attraction after nightfall. On the other side of the street was a storekeeper who spent a few dollars a year for light and reaped a harvest by so doing. Which pays the better, and what course do you pursue?

It matters little what is placed in the windows as long as the goods are fresh and clean. Certain holiday goods are peculiar to every store, and it is not necessary to enumerate these herein, but freshness and cleanliness should be the predominating elements. Some merchants use their windows for a sort of dumping ground for broken and damaged goods figuring "Oh, well it's only for display and not for sale." Better by far throw damaged goods on the scrap heap than to place them before the eyes and judgment of the buying public. The story is told of a merchant who made a practice of displaying his damaged goods to such an extent that the public got the idea he dealt only in damaged goods and "seconds" with the result his business was almost ruined.

A Few Simple Points to Watch

After each rainfall the windows should be quickly rubbed over with a damp cloth. At the approach of night be sure to switch on the lights. One merchant makes a habit of turning on the lights each time a dark cloud obscures the sky, in fact at certain times of the day when the sun causes a glare he also switches on the lights, thus counteracting the effect of the sun by interior illumination. In the winter when frost is apt to cover the windows an electric fan kept running day and night is effective. In summer a fan constantly operating will keep the flies on the move and prevent a loss of merchandise, as nothing cheapens a window display as much as speckled and dirty goods. Never make the day time your window-changing period as it blocks the view of your merchandise when people are passing; do this work at night and be ready the next day for business with a fresh display.

The Price Tag

No goods should be shown without a suitable price tag. The necessity of showing a price is especially important in the holiday season. Some "high-grade" stores figure it is beneath their dignity to price goods displayed, but it has been the experience of many retailers that to make the windows a paying proposition they must have the power to attract. The greatest attractions are, first, the goods and then the price. Without tags a person can only guess at the price of goods admired. A price tag is a silent salesman, as often a person will gaze into a window and be attracted to the goods by the price or what is asked for the merchandise.

Coated cardboard is the ideal window

(Continued on page 43.)

PLANNING THE XMAS WINDOW

Practical methods adopted by former prize winners in HARDWARE AND METAL'S *Window Dressing Contest are shown on opposite page. Read the details of the contest below, then plan for your entry and let us have it early.*

HARDWARE AND METAL'S annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

ARE YOU GOING TO ENTER?

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

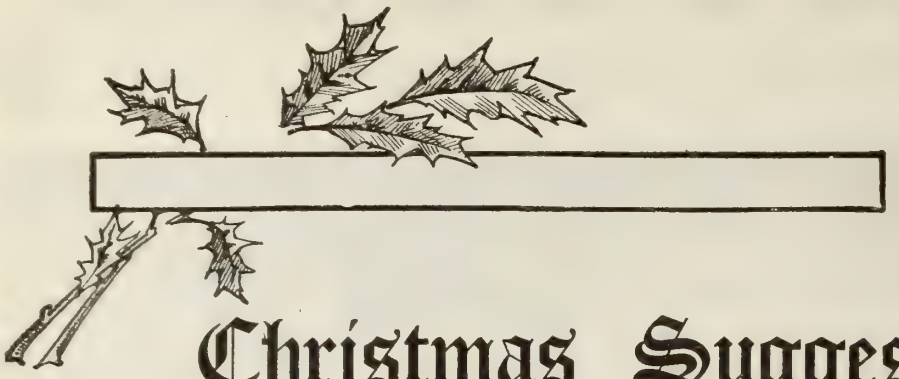
The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

SUGGESTIONS FOR XMAS WINDOW TRIMS

The background was made of wallboard supported by four square pillars. The pillars were finished in white edged with gold. The pillars or supports which form part of the window construction were neatly wrapped with decorated paper. The end of the window, which is an exceptionally long one, was neatly trimmed and decorated with lattice work, pleated materials, etc. Individual shelves or supports were used to display trays, silver tea services, spirit lamps and kettles, etc. The raised section on the floor was arranged in step formation from boxes covered with cheese cloth and decorated with holly garlands.

Color scheme for background and pedestals, cream and maroon. The three uprights are pebbled with alabastine, with frosted snow covering The panels in the back are done in alabastine color. White forms the base and by adding black showcards, the various shades, as shown in the panels, are produced. The two large showcards are made by using combination of wall paper samples. Over 200 price tickets in the same color as the background were used. Summer sporting goods were featured very strongly and the results were exceptionally good.



Christmas Suggestions

From Each Department

CUTLERY

- Steel Table Cutlery
- Silver-Plated Cutlery
- Cold Meat Forks
- Berry Spoons
- Sugar Shells
- Pickle Forks
- Fish Sets
- Butter Spreaders
- Fruit Knives
- Bread Trays
- Butter Dishes
- Chafing Dishes
- Scissors
- Sewing Sets
- Manicure Sets
- Candlesticks
- Pocket Cutlery
- Razors
- Shaving Brushes
- Razor Strops
- Carvers in Cases
- Cut Glass Bowls
- Cut Glass Trays
- Watches
- Clocks

SPORTING GOODS

- Sleighs
- Skates
- Hockey Supplies
- Snow Shoes
- Skis
- Toboggans
- Wagons
- Automobiles
- Vacuum Bottles
- Boxing Gloves
- Footballs
- Tennis Sundries
- Baseball Goods
- Bicycles

HOUSE FURNISHINGS

- Stoves—Coal and Wood, Gas, Electric, Combination
- Washing Machines
- Clothes Wringers
- Carpet Sweepers
- Aluminum Ware
- Enamel Ware
- Churns
- Food Choppers
- Bread Mixers

ELECTRICAL

- Toasters
- Irons
- Percolators
- Grills
- Vacuum Sweepers
- Reading Lamps
- Heaters
- Fans

AUTO ACCESSORY

- Driving Gauntlets
- Lap Robes
- Foot Warmers
- Electric Heaters
- Tire Pumps
- Auto Jacks
- Windshield Cleaners
- Seat Covers
- Tires

TOOL

- Hand Saws
- Back Saws
- Hand Drills
- Breast Drills
- Planes
- Squares
- Braces
- Hammers

FOR YOUR OWN USE—TEAR IT OUT

In making the above list HARDWARE AND METAL *has tried to give the retail merchant something which he can use to advantage. May we suggest that you tear this out—paste it neatly on a piece of cardboard, hang it up or place in window where it will attract the attention of those who are uncertain as to what they wish to purchase?*

EDITORIAL COMMENT

EDITORIAL BRIEFS

NOW for the big drive in HARDWARE AND METAL'S Christmas Window Dressing Contest.

* * *

THE prosperity of Canada is well reflected in the splendid response to the Victory Loan. At time of going to press, it is estimated that more than double the amount asked for will be subscribed. $300,000,000 is a tidy little sum for Canada to offer and the boys in the trenches will be proud of the backing thus assured.

CHRISTMAS WINDOW DRESSING

IN promoting the annual Christmas Window Dressing Contest, HARDWARE AND METAL has sought to provide a stimulus to clerks to develop their abilities along what is one of the most important features in the sales program in any retail hardware store. Many merchants may give the shortage of help now existing as an excuse for slighting the dressing of windows. At this time of the year, particularly, such a contention should not be put forward. A well-planned, carefully thought out window display will sell more goods and make the work of yourself and clerks much easier inside.

Our message would be, then, to spend time in planning your window display—the returns will more than justify the time and any expense which may be incurred. When you have the display arranged, have it photographed and entered in HARDWARE AND METAL'S window dressing contest. Suggestions are given and prize-winning windows shown on other pages in this issue; look them over carefully, you may see where your own windows are particularly adapted to a special style of setting which will eclipse all your former efforts. We want to have a photograph of your Christmas windows—it is not too early to plan them now.

CASH BUSINESS GROWING

THE improvement in retail business conditions continues to impress itself very forcibly and is a cause of sincere gratification to all parties concerned in the various phases of the merchandising game.

In discussing the question of credit with one of Toronto's large jobbing institutions, some points were brought out which emphasize the extent to which the retail merchants have put their businesses on a solid foundation.

At the time the war broke out, many merchants were caught with accounts on their books which they found it impossible to collect. The banks had tightened up and many merchants found themselves in a very precarious position. Their bills were coming due and no money was forthcoming from the banks to tide them over and it gave many merchants food for thought which has resulted in their curtailing their credits very largely and doing more cash business.

Terms of credit have been clearly defined which has resulted to-day in this jobber being able to make the following almost startling though gratifying statement: "Almost 80% of our customers are qualifying for the discount of 2% 15 days which we allow and nearly 20% are even paying cash outright receiving a slightly larger discount." There is some satisfaction in being able to conduct a business along those lines—the ring of the cash register is a far more welcome sound when the sale is made than waiting for its possible ringing at some future date. With the prosperity now prevailing in Canada, it should be a good time to inaugurate that strictly cash basis in your store.

THE DEBT OF THE FARMER

A RECENT Bradstreet's weekly trade report notes the tendency on the part of farmers to speculate in the products of their land by holding them for higher prices.

If, as is probable, all men of draft age who are engaged in farm work are released from the operation of the draft, then hoarding by farmers should be a thing of the past. They are being granted special privileges, but these privileges are not granted that the farmer may grow rich. He has a right to a fair profit over costs as in any other occupation, but he is entitled to no more, and he is in debt to the country by so much as he has been spared to serve that country here. It is not a responsibility lifted, but a responsibility merely shifted to other fields that the country, not the individual, may profit the more. Every young man spared to Canada's farms is a debt that the farmers owe to the Empire, a debt that no doubt will be cheerfully paid.

"HOW TO GET THE INFORMATION THE CUSTOMER WANTS"

Fourth Address by Frank Stockdale.

IN THIS *Fourth Lecture, Frank Stockdale, the Advisory Counsellor on business system for the United Advertising Clubs of the World, out of his extensive study of business formulates some ideas for finding out what the purchaser wants to know about the goods, and how this information may be effectively used in building business. This lecture is perhaps the high water mark of the series. Behind every selling argument there is some information. Is this information a help or a hindrance to that sale? This is the question that Mr. Stockdale's address will settle for you.*—EDITOR'S NOTE.

THE securing of information which is generally wanted by the customer either in advertisements or from the sales clerk, and the disseminating of that information in such a manner as to bring maximum results in the sale of merchandise, was the subject matter of Mr. Stockdale's fourth address entitled "How to Get the Information the Customer Wants."

"Who wants to secure this information—the advertising man, the sales person, the travelling salesman, the manufacturer, the window trimmer, the man who displays merchandise in the store? All these want information for the customer," said Mr. Stockdale.

Pointing out that advertising applies to all forms of selling, Mr. Stockdale repeated the statement of L. W. Hill of the Great Northern Railway at the St. Louis Convention of the Associated Advertising Clubs of the World to the effect that "anything desirable is advertisable just as anything desirable is saleable."

"I think we assume too often that the customer does not need any information. That is one of the greatest mistakes. We make it unconsciously but we act as if the customer did not need it. Recently the question came up as to whether coal was advertisable. The suggestion was made that people had begun to think of coal in terms of heat units. People had begun to realize that there are tons of coal and tons of coal, the same as we used to think a margin of 30 per cent. was a margin of 30 per cent. We are gradually getting over all these things. They found a salient thing to advertise about coal. When you buy coal for your residence you buy it for warmth and so there is a chance for people to sell warmth and that is coal satisfaction."

Taking milk for an example, Mr. Stockdale asked if this product was advertisable. He mentioned sanitation, but added that this was only advertising service which goes with the milk. "Is there anything you don't know about milk?" asked Mr. Stockdale, stating that a certain milk company found it worth while to use a whole page in the *Saturday Evening Post* to advertise milk.

"There were just two things advertised about that milk and these two things were that the milk was nourishing and that it was cheap. Milk does the work and it does it at low cost—a good basis for milk advertising. That is the same way to advertise coal, and that is what the "customer wants to know."

Turning to the question as to what kind of information the customer wants, Mr. Stockdale brought to the attention of the gathering a method followed in Gimbel Bros.' store of New York.

"They went down into their trunk department and found they were selling lots of trunks to women. They wanted to find out what women wanted to know about trunks. In too many cases we decide what the customer should know and hand it out to them. You will be surprised when you find what the customer wanted to know about trunks. Ninety per cent. of the buyers wanted to know 'whether the locks were strong.'

"They next wanted to find out what the customer wanted to know about children's suits. Did they ask about the material, or colors? Partly, but the great majority asked 'are they hard to iron?' Every woman who has to do that job considers it a logical question."

Turning to the men's suit department, Mr. Stockdale stated that the majority of customers wanted to know "whether the suits would hold their shape or not."

"It is evident we have to get down to a rather minute analysis," said Mr. Stockdale.

"Talking to customers over the counter we too often use technical terms understood by the trade and not understood by the public. One of the keenest managers of a retail store is Miss Ennis of The Emporium, San Francisco. When she talks about hosiery she calls them stockings, and when she talks about millinery she calls them hats. She gets away from technical expressions and she keeps all her advertising right down to common expressions.

"In silks, the customer buys color and they want it every time," said Mr. Stockdale.

At this point he outlined several points which he regarded as fundamental principles in connection with advertising and selling. These points were as follows:

1. "All selling arguments whether on paper or across the counter should be as simple as can be made instead of bombastic.

2. "They should be as specific as possible instead of generalities.

3. "Should be positive instead of negative. Don't tell them what the merchandise 'is not.' One of the big business men in the U. S. gave me this point and in all his sales talk, no matter how many knockers there are, his advertisements are always absolutely positive.

4. "Get real information into advertising—real facts rather than opinions. Don't tell the customer

what you think of the product but give facts. In selling an article in the store, start your sales talk with the customer's interest, not your own. Start with the 'you' appeal.

Mail order houses certainly have the best retail advertising. They invariably start with the 'you' idea, addressing the customer and emphasize his particular use of the merchandise.

5. "Understate rather than overstate in selling. That is the way to keep merchandise 'sold.'

6. "There are certain things about merchandise that are fundamental. These should be repeated until they stick in people's minds. News may be changed but don't try to find a new fundamental fact.

7. "Real ability is liked by customers. One merchant said 'I believe people like ability in the merchant just as well as in the family physician or the attorney. They like to regard the merchant as an authority on his merchandise.'

8. "Sales talk and advertising should be planned instead of hit-and-miss."

Illustrating some of the foregoing points as regards retail advertising Mr. Stockdale stated that of 200 advertisements which he recently judged in a prize winning contest at the Pacific Coast Advertising Convention, 143 contained the word, "Reduced," either expressed or implied.

"Whether you are selling over the counter or through advertising, if you are selling on this plan your salary is not as large as it might be," said Mr. Stockdale, taking issue with this form of advertising.

"It does not take advertising ability to write 'former price $15.00 now $9.98.' I would say to all people interested in retail advertising as long as that dominates your advertising your position will never be a very high salaried position because it does not take ability to do it."

Illustrating by parallel lines that merchandise and price were on a common plane, Mr. Stockdale stated that the man who makes a success is the man who makes the merchandise look bigger than the price.

"There are two ways of doing this," said Mr. Stockdale, "one is to lower the price and the other is to lift the merchandise. If you are lifting the merchandise in the eyes of the customer, whenever you lift the merchandise you, as a salesman, are rendering a service to that customer. The way to do that is to know the merchandise and the customer. Some people know the merchandise but they don't know the customer."

Illustrating this last point Mr. Stockdale cited the case of a hardware salesman, who, though he had a most detailed knowledge of the manufacture of shotguns, failed to make a sale to a certain customer. The customer eventually bought his gun at a store where the sales talk of the man behind the counter consisted of the statement "shoulder that gun, that will 'get him.'"

"That statement carried him," said Mr. Stockdale, "for it was ducks he wanted and not a detailed knowledge of the gun.

"Let us keep in mind what the customer wants and that will help us in lifting the merchandise. The man who makes the sale has a knowledge of the merchandise and knows his customer as well.

MERCHANT'S OWN EXPERIENCES ARE SOURCE OF INFORMATION

"In getting the information wanted by the customer, the merchant should take into account his own experiences as a customer. He should study the use of goods by himself and his own family. Many times you can get the information by studying manufacturers' literature. Manufacturers in many cases analyse the appeal in their merchandise.

"One rug firm I know found out what the customer wanted to know by getting dealers who handled their product to send in their best advertisements. They selected the best of these and published them in a large book. They had the 'dealer idea' of what the customer wanted to know and in bringing their own experiences in they got a series of advertisements of a high class nature. The advertisements appealed to the use of the customer for rugs in the office and the home and gave information on selecting rugs.

"A manufacturer selling high class candies knows that his best appeal is to people who buy candies for particular purposes. Knowing that the most sales of candy were made to young men for their lady friends, the advertisements of one company run along this line—'this candy is bought to make an impression.'

"The manufacturers who are making a success get that selling angle and are able to give a lot of information the customer wants," said Mr. Stockdale, admonishing the merchants not to throw manufacturers' literature away. "I think there is enough information the customer wants that goes into the waste paper basket to give us all that we want."

The arguments used by travelling salesmen were also mentioned as a source for the retail merchant to secure the information the customer wants. "The travelling salesmen have to put up arguments and they should be used in selling to the customer," said Mr. Stockdale. Making the point that salesmen do not always give this information unless it is specifically asked for, he pointed out two reasons why salesmen do not give this information to merchants.

"One reason is that some salesmen do not care anything about holding the merchant and the other is that the merchant is too busy," said Mr. Stockdale, "to listen to the travelling salesman and get the information."

"I am sorry for that merchant, and when he arrives at that stage a better classification for him is 'storekeeper' instead of 'merchant,' because that is one of the ways he should spend his time. The keen, wide-awake merchants do not let the travelling salesmen go by without treating them courteously and getting the information they have."

At this point Mr. Stockdale mentioned the case of a salesman selling hosiery. On his initial trip he was severely questioned by several employees in one store as to the salient points of the line he carried. He was somewhat "peeved" but on returning found that the store had used the information for a great advertising campaign and had cleaned out their stock so that a larger repeat order was necessary.

Turning to the question of "What your sales people sell," Mr. Stockdale stated that one merchant

goes around and asks his sales people about the selling points of their lines. This action he stated not only unnerved the self-conscious sales clerk who knew no outstanding points about the line handled, but gave no information to the merchant which he should wish to incorporate in advertising.

"A great many advertisers want to say something big and sensational," said Mr. Stockdale, "but the information you want and the customer wants can be secured by getting off to one side when your sales person is handling a 'tough customer.' When the sales person puts that sale over he has used some of the information the customer wants and all you want is to become a good reporter and you have it. Study the customer's objection and then overcome those objections."

Mr. Stockdale here illustrated the case of a salesman for the National Cash Register Company who won for three consecutive years the prize for best salesmanship results at the annual convention of the company in a foreign country. The young man's reply as to how he got the sales was that he studied the customer's objections and never let an objection come up a second time without being able to answer it.

"Study the customer, treat him sociably and mix with him in your home," said Mr. Stockdale. "The making of a point of contact is worth while. Study mail order advertising and find out what the customer wants to know. This form of advertising does not have to bring people to the store, but it has to make people sit down and write orders, get drafts from the bank, mail them and go distances to get their merchandise. We do well if we write advertisements that make people come to our store and look at our merchandise."

Illustrating the specific value of certain mail order advertising Mr. Stockdale mentioned the occasion of a visit to a southern town where he addressed a small gathering of about twenty-five retail merchants. On the impulse to try something new he opened a mail order catalog and turned to an advertisement giving eighteen outstanding reasons why customers should purchase an oil heater. The advertisements carried the "you" appeal and the frosty night carried out the setting. When he finished reading the ad. which made a direct appeal to the customer's use for a heater, Mr. Stockdale asked how many wanted to buy a heater. Two hands went up and five others admitted they were much more interested in heaters than they were when they came to the meeting.

In recommending mail order advertisements as a source of securing information for the customer Mr. Stockdale warned that only mail order houses with long standing should be taken as authority, and that "mushroom growth" houses should be avoided as far as advertisements were concerned.

"Study the goods, the customer and advertising," said Mr. Stockdale, concluding his address, "and the meat is in the middle—get the information the customer wants."

Some very interesting and instructive matter was contained in the answers of Mr. Stockdale to certain questions on retail merchandising submitted in writing during the series of lectures. These questions and answers are reprinted herewith:—

1. (Question)—"Can you explain if there is a science or a rule whereby a sales clerk can recognize the psychological moment when to close a sale and have it remain closed?"

(Reply)—"I have already answered as regards the science and I will answer and say I don't know any rule for closing a sale. In fact I don't know any rule for judging human nature, but there is one thought I would like to make in regard to this matter. I have talked with several salesmen on the subject as to a rule or even a suggestion as to when is the right time to close a sale. When the sales person does all the talking and leaves the customer to stand and listen and do nothing else, there is no definite opportunity of judging, at least by the customer's actions or words, as to what that customer is thinking; and if you have to depend upon looking at a person to determine what they are thinking you have a real job. The suggestion made by several salesmen is that sales people talk too much in making sales as a rule. The hardest customer to sell is the customer that won't say anything. One salesman's strategy is to stop talking himself and just show the merchandise until the customer speaks up. One reason sales people so often overshoot the mark and fail to know when the right closing time comes is because they get under such high pressure. They get running "on high" and it is hard for them to stop when they reach the right point. I would suggest that you make the customer talk if possible if you want to find when to close the sale."

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2. (Question)—"Do you think business is increased by allowing the customer to make a practice of buying goods to-day, using them and returning next day for refund, the reason being given that the 'goods do not suit'?"

(Answer)—"It is a specific illustration of a store's policy as to whether or not you will allow the customer to take advantage and do what is not honest. It is absolutely not honest on the part of the customer but we find a lot of successful stores that do not base their policy upon the few isolated cases of dishonesty. That applies as well to theft in stores. When I advise merchants to put stock on the counter they do not do it because they think they will lose it, but I have found stores that do so and they have a profit after the customers have taken what they want. If I were a reformer and a customer should take out goods for the purpose of using them and returning them later, I would call that customer on the carpet and tell him what I thought of him. That is if I were a reformer.

"The principle I would like to leave with you in this regard is contained in a very wise saying made by W. H. Wanamaker, who said *"don't sacrifice tomorrow's business for to-day's profits?* If the profit loss is too great you have got to put a check on it. I find merchants' associations and particularly in these times who have put on an educational campaign to get away from this sort of thing.

"The reply of one merchant to this question was 'the customers run my store and I charge them for it.'

"That system is used to a great extent," stated

Mr. Stockdale, who illustrated the point in the following manner:

"One man bought a hay baler and used it for a season, after which he wrote to the mail order house to take it back. The house took it back and investigated the case. They claim that the price of the baler was the best advertising investment they ever made.

"If they are on your side they may be the best advertisement," said Mr. Stockdale, reminding the merchants that "a satisfied customer is the best advertisement."

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3. Question—"What proportion of increased expense, is, in your opinion, due to the demands made by the consumer for expert service and delivery?"

(Answer)—"I cannot state in percentages what my opinion is but we all know that some of the extra cost of doing business is due not simply to 'expert' service but to the service that is absolutely useless to the customer. We know that the customer in the matter of delivery sometimes will have the merchant deliver when it would not inconvenience them in the least to carry home a package, and they must pay for that service. As long as people are able to pay and they want service that is the thing that gives them satisfaction. When they buy, people buy merchandise satisfaction. As a rule people are wasteful. At the present time there may be a chance to lower that expense. Some stores have cut down their expenses already by eliminating some useless service. As to 'expert' service I don't know that there is much being rendered at the present time."

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4. (Question)—"Would more forethought and care in ordering lessen materially this expense?"

(Answer)—"In large cities co-operation has eliminated a lot of this expense and it seems that merchants will first have to eliminate the waste which they themselves are responsible for before they can put on a campaign for the customer to eliminate his waste."

Continuing this question the following query was made:—

"And if so what methods of educating the consumer would you suggest. What of the various plans to reduce the price of article carried home by the purchaser?"

(Answer)—"We find that we can eliminate some of the expense especially in the grocery business. It is enough in percentages that you can visualize the reduction in price."

"Is there any method by which the consumer can be made to buy in bulk?" was asked in further continuance of the same question.

(Answer)—"The Housewives' League in New York started out to put on a campaign to buy in bulk and they came up against the question of sanitation and the preservation of merchandise. The League turned over to the other side and are now advocating goods in packages instead of in bulk, the standardization of produce and the amount of the product that you get. These three are important reasons for buying merchandise in packages in some cases at least."

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5 (Question)—"Would the retail produce dealers be willing to give free fruit in danger of spoiling to groups of women for patriotic purposes?"

(Answer)—"I would say that one of the best places to get that produce perhaps would be at the wholesale distributing station instead of at the retail store," replied Mr. Stockdale, expressing favor with the plan.

Illustrating the point that the profits in a department with twice the turnover of another were practically double the other's profits, Mr. Stockdale placed on the board the following figures:—

In A department, stock is $19,000 and sales $40,000. In B department, stock is $20,000 and sales are $21,000. It is easily seen that the turnover in one department is twice the other. The profit in A department is $4,500, while the profit in B department is $2,700.

In the discussion which followed the address one merchant asked Mr. Stockdale's opinion regarding the "truth in advertising" of overhead clothing stores which advertise "Use elevator and save Ten."

Mr. Stockdale replied that many of the upstairs clothing stores were making a great success. "It is not that you go "upstairs and save ten" but that they give good value for the money and succeed in spite of the fact that their advertising is poor. In New York the advertising of upstairs clothing stores makes the point that good clothes can be obtained for $15. After the advertising was done on that basis—without mentioning the $10,—the plan was enlarged; so while a man may exaggerate in advertising, if the customers are satisfied they may get by with bad advertising. As far as the truth of the assertion "save ten dollars" is concerned, I don't believe it."

Recalling the case mentioned where 143 advertisements of 200 in a contest mentioned the term "reduced," one merchant asked Mr. Stockdale if he would consider the merchant in advertising that way got any benefit from it and whether or not he would encourage him to do it. Also the question was asked as to whether they were really "reduced" goods or not.

"I think most of them were reduced," said Mr. Stockdale. "It proved that they were using advertising mainly to clean up odds and ends. Most of them took cognizance of their reductions."

"They took a chance?" interjected the merchant who made the query.

"Doubtful things are uncertain always," replied Mr. Stockdale.

"My advice to all," said Mr. Stockdale in conclusion, "is that you find actual examples in your own businesses and then start out to get the principle that will help you to dominate the situation. The way to dominate the situation in the merchandise world is to know where your profits are and where they are not.

"There is only one thing that counts and that is ACTION. Study what you believe to be true and put it into practice when you know it to be true."

EVENTS IN THE TRADE

BUSINESS CHANGES

Ottawa and Westboro, Ont.—John Stewart, hardware, is selling out.

INDUSTRIAL NOTES

Levis, Que.—Steel Producers' Export Company has been registered.

The International Sales Co., brokers, handling auto accessories, have moved their office from the London Block, Winnipeg, to 35 Canada Life Bldg., in the same city.

CORRECTION

In the Nov. 17 issue of HARDWARE AND METAL, an item appeared in the New Goods Department regarding lace leather stating that this line was being sold by W. Taylor, Owen Sound, Ont. This is an error as Wm. Taylor is located at Parry Sound, Ont.

ST. JOHN, N.B., NEWS

F. P. Lenehan, formerly employed with the James Robertson Co., is reported killed in action.

Hugh E. Hanlon, employed before enlisting with James McDade, metal worker, is reported wounded.

Private Norman L. Bourne, formerly of wholesale staff of T. McAvity & Sons, was reported this week as having died of wounds. His brother was reported on the following day as missing and probably killed in action.

E. M. Trowern, Dominion Secretary, Retail Merchants' Association, was in St. John this week and conferred with the provincial executive regarding plans for stimulating the work of the association in New Brunswick.

Captain George Keeffe, of office staff of the James Robertson Co., who was invalided home several months ago, has been promoted to rank of major and will command a company in the New Brunswick training depot for drafted men.

Robertson, Foster & Smith, wholesale and retail hardware, suffered the loss of their entire stock in a fire which destroyed their premises on the evening of November 23. The stock was valued at $100,000 and fire insurance was carried to the extent of $70,000. No announcement regarding their plans has been made.

MONTREAL PERSONALS

D. J. Smith, of Smith & Hemenway, New York, was a Montreal visitor this week.

Oneida Community, Oneida, N.Y., was represented in Montreal this week by Mr. Gibson.

James Hossack, of the Lufkin Rule Co., Windsor, was a visitor to Montreal in the interests of his firm.

The Channel Chemical Co. was represented in Montreal this week by Mr. Martin.

WALTER C. TEAGLE

President-elect Standard Oil Co. An announcement of Mr. Teagle's appointment was made in last week's issue of HARDWARE AND METAL.

Mr. Cabana, of the Buffalo Specialty Co., spent part of the week here calling on the trade.

Mr. Isbister, representing Peck, Stow & Wilcox, Southington, Conn., was a Montreal visitor this week.

Mr. Hatch was a Montreal visitor this week in the interests of his firm, the Martin Manufacturing Co. of Whitby.

Mr. Notman, representative of the McKinnon Dash and Chain Co., St. Catherines, called this week on the Montreal trade.

OFFICERS ELECTED

At the Varnish Manufacturers' Convention held recently in Chicago the following officers were elected for the coming year:

President, Jas. B. Lord of the Boston Varnish Co.

1st Vice-President, Arthur Davis of the Standard Varnish Co.

2nd Vice-President, Carl J. Schumann of Moller and Schumann.

Secretary and Treasurer, Geo. B. Heckel.

Directors, O. S. Goan, of Berry Bros.; J. H. McNutty, of Pratt & Lambert; Franklin Murphy, Jr., of Murphy Varnish Co.; P. H. Callahan, of the Louisville Varnish Co.; A. C. Morgan of the Chicago Varnish Co.; Fred A. Glidden, of the Glidden Varnish Co.

GERALD SIMPSON DEAD

Dean of G. F. Stephens Co. Ltd. Travelling Staff Passes Away After Several Months' Illness—Called on the Retail Trade for Eighteen Years.

Hardware dealers of Western Canada, particularly of Manitoba and Saskatchewan, will regret to learn of the death of Gerald J. Simpson, of the travelling staff of G. F. Stephens Co., Ltd., paint manufacturers, Winnipeg. Mr. Simpson passed away on Saturday, November 17, after an illness lasting several months. He had not been feeling well since spring, but had only been off the road about four months.

Gerald Simpson was born at Sault Ste. Marie, Ont., fifty-two years ago. He was a son of the late Chief Factor Simpson of the Hudson's Bay Co. His father was first representative of Algoma in the Canadian Parliament, and afterwards filled several important positions under the Government, being the first Indian Commissioner to Manitoba and the Western Provinces.

Gerald Simpson came to Winnipeg in 1882. He joined the travelling staff of G. F. Stephens Co., Ltd., eighteen years ago, covering Southern Manitoba, and later Northern Manitoba and part of Saskatchewan. The whole eighteen years, except for a short interval, was spent in these two territories. In that time he has seen vast changes take place in Western Canada, and was known by hardware dealers all over Western Canada. Writing in the Stephens Paint News in the December, 1912, issue, Godfrey Darling, formerly advertising manager, speaking of Mr. Simpson, said: "He is industrious, confident, teeming with restless energy, and is always on the job."

Gerald Simpson was a well-known sportsman, having won many snowshoe and foot races. He was also fond of hunting, fishing and boating. His wife was formerly Miss Annie Bannatyne, daughter of the late Hon. A. G. B. Bannatyne, one of the first free traders and townsite owners of Winnipeg.

Besides his widow Mr. Simpson leaves behind five sons and one daughter, the eldest son being with the Canadian forces in France.

THE CHRISTMAS WINDOW DISPLAY

(Continued from page 34.)

tag, and a change of color is advocated. One week use white, next a tint and in summer use a black card with white letters as this keeps clean the longest. It matters not what color ink is used so long as the sign is readable and to the point. Abstain from the so-called "comic" signs such as "Take me home for $4" or "Use Bink's pills and never be ill." All persons will not have the same idea of humor as you.

Use Stands for the Cards—Not Pins or String

Use a neat stand to display your large cards and "bulldogs" for the small ones. Never use a pin or a piece of string to attach a ticket to the merchandise as both cheapen the display and ruin the card. It is better to invest a few dollars in suitable fasteners than to ruin many dollars' worth of cardboard year after year. A letter file may be used to advantage in storing unused signs; thus they are classified for future use.

When a card is soiled it should be thrown away for it never pays to use a card which has become dirty; it loses sales and gives the store a cheap appearance. In most every store will be found a young man with a knack for lettering. If you have no such person, select a clerk and let him read some good material on card writing such as appears in the trade newspapers. It will pay you to invest a few dollars along these lines for the convenience of a man on the premises who can letter is of great value and saves much time. The card writer who makes a business of doing rush jobs is seldom a good workman.

Don't Crowd the Windows

There is oftentimes a tendency on the part of retailers to do either one of two things in regard to window dressing. They will either sacrifice the selling value of their windows entirely or crowd them to a point where the display is worth little or nothing. Once again the merchant should put himself in the position of the person on the street. There is no attraction in the window where the goods are piled helter skelter and packed up against the front with about the same care displayed as when you throw corn in a bin.

The window is one of the best salesmen in the store, and, particularly when a store front offers two roomy, attractive, and well-lighted windows, it is little short of a merchandising crime to sacrifice them through negligence, carelessness or any other phase of mismanagement. A window well trimmed is an example of the same business acumen which induces the peddler selling produce to put the better and more attractive part of his stock on the top of the basket. The practical dealer selects the more attractive part of his stock, both as regards price and quality, and puts it in his windows. It will pay you, especially during the Christmas holiday season, to regard your windows as one of your most efficient salesmen.

Letter from Association President

Asks For Suggestions on Conduct of Next Association Meeting—Benefits to be Derived From Earnest Co-operation.

Editor HARDWARE AND METAL,
Toronto, Ont.

After the Convention of Ontario Retail Hardware & Stove Dealers' Association, held in Hamilton last year, an excellent editorial appeared in HARDWARE AND METAL, dealing with the methods of the association, and its failure to accomplish the purposes for which it was intended.

This article brought out some excellent letters suggesting methods that could be employed which would make our association of much more practical benefit than it heretofore has been to its members. As President of this organization, and backed by its executive, I addressed a letter through HARDWARE AND METAL to the hardware men requesting suggestions, whereby our organization could be strengthened, as the sole aim of its officers should, and is, to make it of such real practical value that no hardware man can afford to be outside the pale of its membership.

In less than three months we will again meet, let us have an unstinted expression of what would make a genuinely successful meeting.

I remain,

Sincerely yours,
JAS. N. McGREGOR,
President, Ontario Retail Hardware & Stove Dealers' Association.

EDITOR'S NOTE.—*The above letter from President McGregor refers to* HARDWARE AND METAL'S *criticisms, last March, of the manner in which the affairs of the Ontario Retail Hardware and Stove Dealers' Association were being conducted. Our criticisms at that time were solely for the purpose of stirring up renewed interest in the Association and with the idea of assisting to build up a bigger and better Association. At that time many excellent suggestions were offered by members for the betterment of the Association.* HARDWARE AND METAL *is again willing to throw open its columns for a further discussion. Members are requested to send in suggestions. Letters will be published and names withheld if so desired. Now is the time to start preparations for the next convention. There should be a hearty response to the President's request.*

Christmas Specialties Should Shine Forth

Merchants should require no reminder to see that any merchandise peculiar to the Christmas season is exclusively brought before the public eye at this period of the year. Each class of store has its distinctive line of goods which receive special attention for Christmas trade and no time should be lost in working these into advertising and window displays. It is not too early to commence this practice right away and results will soon be forthcoming. Quantities of Christmas gifts are purchased weeks before the heralded day arrives, and quantities of food supplies are bought in weeks ahead in order that special Christmas delicacies may be made up in advance.

Every store has some special lines of merchandise to be pushed, and these should be made the feature of window and other kinds of advertising. The foregoing paragraphs outline some of the most outstanding pitfalls to be avoided and should be of value to the merchant in arranging his window displays. The chief points to be watched are seasonableness, cleanliness, tendency to overcrowd, necessity of price tags, keeping windows open at night, and commencing to display Christmas goods early.

$50,000 FIRE IN PARIS

The Alabastine Company of Paris, Ont., suffered fire loss to the extent of about $50,000. When the fire was discovered in the warehouse for storage of raw materials the flames had secured such a hold on the building that within one hour the range of buildings was doomed. These comprised a large frame warehouse and storeroom 100 by 50 feet, a two-storey brick building 100 feet square, as also several small warerooms. The loss is partially covered by insurance. The manager, R. E. Haire, stated that the company will rebuild at once, and that the fire will not interfere with the firm's spring orders, as these will be filled from its other mills.

INDUSTRIAL BY-LAW CARRIED

The ratepayers of Whitby, on Monday, carried by a vote of 341 to 41 a by-law to loan $25,000 to the United Rubber Manufacturing & Reclaiming Co. of Toronto. The company is to immediately begin work on its plant here, and hopes to produce its own 1918 output of tires.

Motor Trucks to Relieve Freight Congestion

Highways Transport Committee Formed to Work Out System of Short Haul Motor Truck Lines—Curtailment of Non-essential Industries—Fuel Situation.

IN order to reduce the great freight congestion the Council of National Defense has named a Highways Transport Committee under Roy D. Chapin of the Hudson Company. This committee will work out a system of short haul motor trucks lines to carry freight into terminal points. A transcontinental route is also being mapped out and 10,000 motor trucks to be manufactured in the middle west for use in France will be brought overland, with cargoes, to the seacoast.

Curtailment of Non-Essential Industries

Great unrest has been caused in the manufacturing circles of the United States by reports of governmental curtailment of non-essential industries. In order to set the minds of manufacturers at rest, Judge Robert S. Lovett of the Priority Board has issued formal notice that he does not at the present time contemplate any further issuance of priority orders with respect to transportation facilities for non-essentials. It is known that the curtailment of non-essentials will be practiced by the Government by cutting off supplies of coal and raw materials. This curtailment will be gradual however, and there will be no general order issued against non-essential industries. Factories making non-war goods will be dealt with individually and will be given an opportunity for a hearing before action is taken against them.

Fuel Situation

The United States Fuel Administration has lifted the priority order given to coal for the Great Lakes and Northwest, effective Nov. 30. It is maintained that there is sufficient supply in these districts now and that the New England territory must be taken care of. The Fuel Administration has set the following prices for coke:—By-product coke, run of ovens, $6 a ton; selected foundry, $7; crushed over 1-inch size, $6.50. The maximum price fixed for gas coke shall be the same as the maximum price fixed for anthracite coal in the same locality.

Conservation of Labor

The Ordnance Bureau of the War Department has issued a long statement to munitions manufacturers working on Government contracts calling upon them to safeguard labor in all possible ways. The eight hour day is suggested, with time and one half for overtime, and half holidays on Saturdays. It is urged that every possible means be taken in order to maintain high standards of labor conditions and particular instructions are given for the protection of women in the war industries.

Daniel Willard, president of the Baltimore and Ohio railroad, has been named as chairman of the War Industries Board, succeeding Frank A. Scott, resigned. Willard is also a member of the Advisory Commission of the Council of National Defense and chairman of the committee on railroads of the Council. He is looked upon by manufacturers as a strong advocate of stern war measures. In public addresses he has expressed his opinion that all else must be subjugated to victory in the war, and for this reason leaders in war industries look for strict governmental supervision in the future.

Reorganization of U. S. Shipping Board

The United States Shipping Board has now passed through its second reorganization. Rear Admiral W. L. Capps, general manager of the Emergency Fleet Corporation, has asked to be relieved of all duty on account of ill health. Rear Admiral A. W. Bowles, who has been assistant to Admiral Capps, will undoubtedly leave the Shipping Board. Charles A. Piez as vice-president of the Emergency Fleet Corporation has been given full authority by the members of the Shipping Board.

Admiral Capps has rendered a great service to the shipping programme of the United States. After the removal of General George Goethals as manager of the Fleet Corporation, Admiral Capps took up the work and really started the programme on its way. His hard labor at that time has broken down his health and made him unable to keep pace with the rapid movements, hence the appointment of Piez and the gradual loss of power by Capps.

Construction in 1918

Chairman Hurley of the Shipping Board has denied that the Board has promised 6,000,000 tons of ship construction during 1918. "We will do everything possible of course," Mr. Hurley declares, "but I will make no promise at this time." He announced that up to the present time 159,299 tons of bottoms under construction for foreign owners on American ways have been completed and commandeered by the Shipping Board. The first steel vessel of the new construction programme was launched November 24 at the Skinner-Eddy yards in Seattle, Wash.

To man the vessels of the United States Shipping Board a recruiting campaign has been set under way. One hundred thousand men are needed.

The Interstate Commerce Commission has set December 7 as the date when the four large American express companies will be given a hearing on their petition for a general increase of ten per cent. on all rates. These increases also include the rates between the United States and Canada.

Prosperity Reigns in British Columbia

Fruit and Grains Reap Good Returns—Shipbuilding Industry Flourishing—Active Production of Basic Metal.

H. B. MORLEY of Penticton, B.C., who has been in the hardware business for upwards of 25 years in various capacities, has taken over the hardware department of W. R. King & Company of Penticton and will conduct it as a hardware business under the name of H. B. Morley & Company. For many years Mr. Morley travelled for the Kemp Manufacturing Company, now the Sheet Metal Products Company of Toronto. Later Mr. Morley was connected with Tisdall's Ltd., sporting goods, of Vancouver.

Speaking of conditions in British Columbia, Mr. Morley states that general business is healthier than in many years past. Money spent now is money which has been earned and is not speculative money. There is a greater volume of retail business being conducted on a cash basis than ever before and owing to the prosperous conditions the public have cash to spend. There is very little building going on but there is a boom in shipbuilding and lumbering which is only limited by the scarcity of men. All available men are very busy and present indications are that both of these industries will be very busy for years to come. In the interior of the province the fruit crop has been an excellent one and high prices have been secured. In the parts of the province where grain is grown there has been a fair yield and farmers have secured high prices. Their chief difficulty has also been a lack of men.

Mr. Morley is of the opinion that after the war British Columbia will go ahead with less readjustment than the other provinces. Business was dead in the province for 1½ years after the war for there was no production of war supplies. Since then shipbuilding has been stimulated and Mr. Morley is of the opinion that they will not be able to cope with the demand for at least ten years. There is a good sale for more lumber than can be possibly produced and sufficient bottoms cannot be secured to carry the lumber which is required in other lands.

The production of copper, lead, zinc, silver and gold is active and good prices have been secured for all basic metals. The pulp and paper mills which have been started in British Columbia are busy at present and are securing high prices for their products. There is very little munition work being done in B.C. and most of the industries are now busy on regular products. After a conversation with a C.P.R. official Mr. Morley states that last year shipments of fruit were 25 per cent. over those of the previous year and that this year there was an increase of 25 per cent. over last year. High prices were secured for all fruits.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE LIBERTY CULTIVATOR-WEEDER

The J. E. Gilson Co. of Port Washington, Wis., have placed on the market a new garden tool called the Liberty Cultivator-Weeder. While containing many points of similarity to other garden tools, it is intimated that the cultivator teeth are so arranged that they will cut all of the weeds during its operation. This, it is stated, means double efficiency and eliminates the necessity of cutting the weeds and cultivating in two separate operations. The Liberty Cultivator-Weeder is also adjustable for any width of rows, the minimum width being 4 in., the maximum 10 in. The adjustment is made by simply loosening the two wing nuts, moving the side arms to the desired width and tightening them again. To straddle the plants for cultivating two rows at a time the middle front tooth can be quickly detached.

The Liberty Cultivator-Weeder.

The extra long handle provided and the special design of the teeth make the operation of the tool very easy. No downward pressure on the handle is required.

The teeth are malleable iron with hardened and sharpened cutting edge.

Two other styles of weeders are being sold by this firm. The Gilson which has a double-edged oscillating steel blade, will, it is claimed, cut both ways under the soil surface, destroying weeds and loosening the earth; it will also do the work of a rake. The handle is 6 feet long and there are four widths of blade, 3½, 5, 6 and 8 inches.

The Gilson Weeder.

The 5-point Scratch Weeder.

The other Gilson garden tool is the Scratch Weeder, made in two sizes, for fine work in beds or for greenhouse work. It is claimed that the pointed tines of the Scratch Weeder are self-cleaning and will not clog in moist earth. This is a thoroughly practical and strongly-made little tool for close work. The five point weeder has 6 inch handle, the seven point is supplied with 14 inch handle.

ELECTRIC LIGHTED PATRIOTIC BUTTON

A new patriotic novelty recently placed on the market by Speilmann Agencies Reg., Read Bldg., Montreal, consists of an electric lighted lapel button, showing the Union Jack. Connection is made to a battery worn in the vest pocket. This line retails at 75c and particulars will be furnished to anyone interested.

THE PANTAPHONE

The Pantaphone is the name adopted by the Canadian Phonograph and Sapphire Disc Co. of Winnipeg as a distinguishing factor in the sale of the talking machines which they are now marketing.

It is claimed the Pantaphone will play every make of disc record and that it has no superior in quality of tone, construction or appearance. It is being sold by mail through the dealers—no travellers are employed.

The Pantaphone.

THE NEW CHAMPION PRIMING PLUG

Every motorist who has not the good fortune or the convenience of a heated garage experiences quite often a lot of trouble and delay in starting his cold motor. To overcome this trouble, the Champion Spark Plug Co. of Toledo, Ohio, have placed on the market the new Champion Priming Plug which has a side valve, and is so made that, it is claimed, it gets the gasoline down into the cylinder, right where it is needed to catch the spark and set the motor humming.

The New Champion Priming Plug.

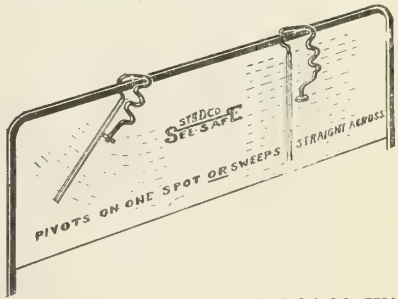
Champion Priming Plugs will, it is claimed, eliminate the motor car owner's starting troubles, except one turn of the crank. They help to make cold weather driving a great deal more comfortable and convenient.

It is stated that with the priming plug it is possible for a driver to stop his motor when he stops his car, instead of keeping it running to keep it warm, thus effecting a big saving in gasoline.

The Champion people place an absolute guarantee behind their priming plugs.

STADCO SEE-SAFE WINDSHIELD WIPER

The Stadeker Metal Specialty Co., 19 So. Fifth Ave., Chicago, are placing on the market the Stadco See-Safe Windshield Wiper. It is stated that although simple in construction the Stadco See-Safe thoroughly cleans the windshield.



The Stadco See-Safe Windshield Wiper Attached.

(Continued on page 60.)

Steel Industry Facing Crisis

Operating Difficulties Multiplying — Canadian Firms Getting Orders—Pig Tin Establishes High Price Record—Prices Fixed Being Slowly Established—The Labor Supply.

LATEST advices concerning the iron and steel industries in the United States indicate that operating difficulties are reaching the acute stage. It is intimated that, unless effective remedial measures are applied at once, production, which has already suffered alarmingly, must be curtailed to an even greater extent. The main cause of the present serious outlook lies in the coal and coke situation. In another week or two under existing conditions it is considered more than probable that many merchant and independent steel works must join the already large list of idle stocks.

The question of transportation is also serious and in spite of drastic freight embargoes which have been imposed congestion exists to a very large degree. With the coming of winter weather, the present serious situation would seem to have no immediate prospect of complete relief.

Pig iron inquiries have become so numerous that they are becoming exceedingly difficult to satisfy. The usual sources of supply are of no avail and buyers are being forced to find new fields to take care of their iron requirements.

Shell Steel Orders Being Placed

The Government is now allotting orders for 1,500,000 tons of shell steel and it is intimated half of this amount is for 6-inch shells alone. This does not cover requisitions yet to come for Great Britain and France. Deliveries on orders now being placed must be completed by June 15.

Canadian Firms Getting Orders

Structural steel orders continue to flow in increasing volume and one of the latest developments is the placing of 50,000 tons of ship work with a Canadian firm. This order is part of a total of 45,000 tons to be delivered monthly at Philadelphia.

Auto Steel Embargo Proceedings

The automobile industries committee has succeeded in having the original embargo of the War Industries Board, which cut off entirely shipment of chrome steel for the manufacture of pleasure automobiles, modified until they can submit a report as to the minimum amount the industry should be allowed. Twenty per cent. of the present consumption is the cut aimed at by the War Industries Board but this may be reached gradually.

The November movement of Lake Superior ore has been much greater than usual and it is believed the season's total will reach 62.000.000 tons (as against 64,734,000 tons moved by water last year) and it is hoped this will carry the industry through until the arrival of new ore in the season of 1918.

Pig Tin Establishes High Price Record

The limitations of British permits to actual consumers has resulted in a scramble of the small trade for what little available stock there is, with the result that pig tin has made a new high price record of 80c.

Prices Fixed Being Slowly Established

Efforts are being made by manufacturers to get the mills to modify the high prices prevailing on old contracts.

Although price-fixing began two months ago, marked results are scarcely noticeable as yet, but it is intimated that the adjustment to the lower level is proceeding favorably. Widespread acceptance of the prices on sheets and plates is a notable feature, this being as much as $50 per ton on sheets and $70 on plates. Sheets have sold more freely to the general trade than any other finished product since official prices came in. The mills are well filled for the year and good sales are reported for the first quarter of 1918. 20,000 tons, largely blue annealed, have been placed by the Government.

Commercial Consumption Not Affected

It might be added that the maximum prices set are considered fair. The point is again being emphasized that the maximum prices set apply only to business being done with the government, its allies and domestic consumers. The commercial consumption in which the Canadian hardwareman is interested will not be affected.

The Labor Supply

The labor supply though somewhat improved will be affected by the second draft. The urgent demands of the Government for skilled labor will result in thousands of mechanics seeing service in France. Common labor on a 10-hour day is being offered as high as $3.85 at Pittsburg.

PERSONAL

D. E. Birch, formerly in the retail trade at Roland, Man., has joined the travelling staff of G. F. Stephens Co., Ltd., Winnipeg.

How To Save Coal

Governor Whitman of New York Urges Conservation—Ways of Saving Outlined, a Matter of Importance to All.

ON several occasions since the war broke out Governor Whitman of New York State has sought advice, by conference, with the editors of leading trade and technical papers on important business, manufacturing and economic problems.

Recently at his request a committee of editors of technical papers prepared a list of suggestions to manufacturers and business men and the public generally on the saving of coal. The Governor pointed out that the production of anthracite and bituminous coal would doubtless be greater than ever before, but on the other hand the consumption far exceeds the requirements of past periods, and he insists that the American people can avoid distressful conditions this winter only by exercising the greatest care and intelligence in the use of coal. The following are the suggestions which the committee prepared for the Governor.

Suggestions to Public.

The suggestions which the committee requested the Governor to make public follow:

Don't burn coal in an open grate, for in such a practice 75 per cent. or more of the heat goes up the chimney.

It isn't necessary to have every room heated. Most people would be healthier if they slept in cold bedrooms. Close off spare rooms.

Examine furnace and see that there are no cracks at floor line to permit air leakage into the ash pit. Make sure that all firing, ash pit and cleanout doors are airtight when closed.

Endeavor to keep the entire fuel space of your range or furnace filled, heaping the coal slightly in the centre. Steam or hot water boilers should be filled so that the coal is level with the bottom of the feed door opening. Don't let the fuel bed burn down too low. Thin fires mean waste. Break lumps to about egg size.

Frequent Feeding Wasteful

Feed the fire and shake the grate at regular intervals. Two or three times daily is generally sufficient unless the plant is inadequate for the service required. Frequent feeding and shaking are uneconomical. Shake down the ashes before adding fresh coal and stop shaking the moment the first bright spot appears under the grate. In mild weather let some ashes accumulate on top of the grate; in severe weather have only a very thin layer of ashes on it.

If, however, the fire has burned very low and more heat is desired open damper in the ashpit and add a small quantity of coal. In this particular case do not shake the grate until this fresh coal is well ignited, then shake down the ashes and again add fuel.

Don't leave feed door draughts open and admit cold air over a glowing fuel bed at any time. The feed door damper should be opened only to admit air over

(Continued on page 60.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

CHANGES in hardware lines have been quite numerous during the week, the majority of which have been in lines more closely associated with the automobile accessory business. In the majority of instances the movement has been in an upward direction, although quite a considerable number have been movements toward lower levels. Among the lines to show advances are window glass, well wheels, food choppers, grease and oil cups, cotter pin extractors, pliers, tire gauges and oil gauges, pump tubing, floor push buttons, lamp fittings, acetylene gas tanks, side and tail lamps, coopers' tools, box scrapers and pulley sheaves, gas globes, soldering sets, upholstery nails, bicycle cyclometers, bicycle bells and lamps. Among the lines to show reductions are valve grinders, tinners' snips, double-end wrenches, socket wrenches, electric heaters, hose clamps, pipe wrenches, dash and trouble lamps.

Business with wholesale hardware houses continues good. Merchants quite generally are pressing for shipments, indicating that the demand for seasonable lines is fairly heavy in the country. Manufacturers are quite generally accepting business for shipment during the first half of 1918 under stipulation that such shipments are contingent on being able to supply in the period specified. At a certain date to be specified should orders not be completed the manufacturers reserve the right to cancel the balance of order remaining unshipped. Wholesalers assert this is going to place them in an awkward position as they have already taken orders from their customers in good faith. Conditions are abnormal and jobbers and merchants will have to accept the inevitable. It becomes important therefore that merchants who are in a position to take deliveries early in the year should do so as they will then have better chance of having goods when the season of demand comes.

MONTREAL MARKETS

MONTREAL, Nov. 28.—The good sleighing here and the moderately cold weather has had the effect of stimulating the hardware business very materially. Jobbers and manufacturers are well pleased with the volume of the sorting business and there is a real active demand for holiday lines in particular. Sleighs have sold well and repeat orders are being received for a good many seasonable lines such as skates, hockey sticks, cutlery, silverware, etc. If this wintery weather continues it will be most desirable and will serve to maintain the good buying spirit of the public. From the country, as well, very good orders are received. Farmers always appreciate the ease with which they can get to town when snow comes and this fact is evidencing itself in this district. Notwithstanding the high prices for cutlery, there is a good demand and in this a good deal of imported American lines is figuring prominently, while some lines of English cutlery are going out. One large jobber has found much difficulty in securing his wants of half round files. The workmen do not like to make them as it is more difficult than in the manufacture of the flat styles, and with the shortage of labor prevailing, manufacturers cannot dictate to them. Orders for these lines placed over a year ago are still unfilled. Altogether, there is a satisfactory condition as applying to orders for shipment after the first of January and later.

Better Demand Prevails For Holiday Hardware

Montreal.

SHELF AND HEAVY GOODS. — The demand for shelf and heavy goods is very satisfactory for this season of the year. All jobbers are very pleased with the conditions, improvement in demand being in evidence since the snow came. Locally, at least, this permits of a ready movement of goods around the city and sleighs are in general use. From outside also comes a satisfactory volume of business for lines wanted for the Christmas trade. Few price changes are recorded in shelf goods. Sleigh bells, sleighs, robes, horse blankets and cutlery have been asked for freely, and in the matter of cutlery the higher prices do not seem to have greatly affected the demand. Much of what is sold, is that imported from the United States.

Some Bookings Made For Standard Wire Nails

Montreal.

WIRE NAILS AND WIRE. — Some nice orders are being received for wire nails by one jobber here, and these are for delivery after the first of the year. Last week we reported that there was little tendency as yet to book for spring and there still seems to be little interest from many quarters. What bookings are received are at open prices, for the manufacturers have not yet named definite prices. They are expected to give these out to the jobbers any time now. No downward tendency is probable and it is presumed that in view of general conditions bookings will be received in greater volume from now on. Booking prices are usually announced by the manufacturers not later than November 1, but with the conditions prevailing it is not to be wondered at that these are late this year. No changes have been made within the week, cut nails selling at $5.75 per keg base, wire nails $5.50 base, while smooth steel wire is still selling at $6.50 base per 100 lbs.

Shipments Of Iron Pipe Are Of Small Volume

Montreal.

IRON PIPE.—Little interest is manifested in pipe, which is holding firm but unchanged. There continues to be a fair request for some sizes. None are buying in big quantities but stocks are kept well sorted where any demand exists among retailers. It is generally felt that in such a line as this the request for supplies will be light for the next few weeks. Stocks in hand here are fair and most sizes are obtainable by the retail trade.

Little Norway Iron Here; Iron, Steel Demand Fair

Montreal.

IRON AND STEEL.—There is just a fair demand for iron and steel this week and for the usual sizes. Occasionally there is a request for an odd size and where these orders are received a delay is necessary and the order must wait on the rolling mills until that size is being produced. There is a fair stock in hand but the rolling mills state that this is no more than normal. Navigation has closed for the season, at least so far as the deliveries to river and canal points are concerned, and as a consequence some lesser demand on stocks is being made from such places.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Demand For Black And Galvanized Sheets Fair

Montreal.

SHEETS AND PLATES.—A firm tone rules the market in black sheets and in galvanized as well. Stocks continue to be very light on heavier gauges and importers are anxiously hoping that there may be some redress regarding supplies ere long. Unfavorable conditions will be prevalent, however, for some months, it is expected and care must be exercised everywhere to use all materials with every consideration being given the situation as created through the war. It is to be assumed that small users and large alike are now fully aware of the need of doing this.

MONTREAL—

BLACK SHEETS—		100 lbs.
10 gauge		$12 50
12 gauge		11 60
14 gauge		11 50
16 gauge		10 75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge	....	10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz		11 05
24 gauge		10 45
22 gauge		10 45
20 gauge		10 30
18 gauge		10 15

Normal Business In Stoves, Ranges, Heaters

Montreal.

STOVES.—Very good business for this season of the year is coming to hand and deliveries of heaters are well made. The range and stove business is not heavy, but there is a fair demand, considering that the season is well advanced and that dealers have long since received their usual winter stocks. While the scarcity of materials has been a factor with makers, they report that the business accorded them has been handled in a satisfactory manner and this is doubtless a satisfaction to them and to their dealer friends. No new quotations are being made, but prices are holding firm.

Cold Weather Affects Sales Of Gasoline

Montreal.

GASOLINE AND COAL OIL.—The weather of the past week has certainly had a real effect on the amount of gasoline being used and a consequent reduction in consumption is the result. Snow falls occasionally and it would seem to be here for the next several months. Coal oil sells well and for this there is the usual normal demand from all parts of the country. There have been no changes recorded from last week, in prices, and these are firm with Palacine selling at 20c Electroline 20c and Royalite 17c. Gasoline is selling at 32½c gallon.

ADVISES MODERATE PRICE.

One of the manufacturers of galvanized sheets has recently sent the following information to the trade anent the situation in galvanized sheets:

"It is not generally known that the U.S. Government has fixed a resale price for sheets sold from jobbers in U.S.

"This fixed price allows the following advance over their costs:

Black sheets .....$25.00 per ton
Blue annealed sheets.... 20.00 per ton
Galvanized sheets ..... 25.00 per ton

"We would suggest that Canadian jobbers maintain a moderate price to the trade, for mills are asking a premium of $20 per ton for their galvanized sheets from Canadian buyers. After adding this premium and adding the $25 as enforced in the U.S., you will have a price which is fair to all concerned.

"To sell for any less would certainly be an exhibition of poor judgment, in view of the very evident lack of supply for first half 1918.

"We do not have a single pound available for sale for first half delivery, hence have no object, except the general good of all who make, sell, or use galvanized sheets in Canada.

"In our estimation any price to the trade in excess of $10 base per 100 lbs., No. 28 U.S., at Hamilton (after adding cost of freight and cartage) is an excessive price, and should be discouraged."

Prices Are Announced On Black Wire Cloth

Montreal.

BLACK WIRE CLOTH.—The new prices have been announced on black wire cloth and it is quite probable that travellers will be taking bookings for the coming season now that the price is fixed. At Montreal the price per 100 foot roll is $3 per 100 square feet. Doubtless the dealers will be also placing some new business for screen doors and windows, as many order these as soon as the prices are obtainable for wire cloth.

Meat Choppers Have Advanced About 10%

Montreal.

FOOD CHOPPERS.—An advance is recorded this week in the price of Universal meat choppers and this makes prices of the various sizes as follows at Montreal:—No. 0, $15.20 per dozen; No. 1, $18.80; No. 2, $23.95 and No. 3, $30.35. There will be a good demand for these for holiday trade, although the prices for food choppers of various kinds have reached high levels.

Scarcity Of Rope Material Becoming Acute

Montreal.

ROPE AND CORDAGE.—With an uncertain situation with respect to raw materials confronting rope manufacturers throughout the country, the immediate future as relating to prices is decidedly uncertain. Owing to the impossibility of getting Russian hemp and in view of the fact that Italian hemp is just about as scarce as Russian, a very firm situation exists. Some supplies have come through of Manila hemp and deliveries have been made of Mexico flax. Altogether, the situation is fraught with uncertainties. Trade is quite limited and prices hold firm but unchanged.

Lead Sheets, Traps, Hold Firm; Demand Small

Montreal.

LEAD PRODUCTS.—There is very little demand for lead products here except in some sorting business. Late work is being finished up now and there is the usual demand for lines of traps, bends, lead waste and other items, in a small sorting way. Prices hold firm and unchanged as follows:

MONTREAL—

Lead pipe, lb.	$0.15
Lead waste pipe, lb.	0.16
Lead traps and bends	10% on list
Lead wool, lb.	0.15
Lead sheets, 3 lbs. sq. ft.	0.13¾
Lead sheets, 3½ lbs. sq. ft.	0.13¾
Lead sheets, 4 to 6 lbs. sq. ft.	0.14

Old Materials Slow; Tendency Is Weaker

Montreal.

OLD MATERIALS.—Very little demand is reported for old materials as yet and the market is rather weak. There is a weakness in the price of old cast iron which is quoted as low as $22 per gross ton. Old rubbers are weak at from 7½c to 8c lb. Auto tires are also lower and prices range from 4½c to 5½c. Old copper and brass are unchanged and the movement of these is slow. Some sales are reported of cast and wrought iron, although the quantities are rather limited.

MONTREAL—

Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½

Lead Trading Better; All Lines Hold Firmly

Montreal.

INGOT METALS.—There is a movement in the United States to work out an arrangement for the control and regulation of tin supplies, but details are still to be fixed. When this is done it is expected to make a more settled condition and to do away with the feverishness that has existed for some weeks. Locally there is little change in demand except that some improvement is noted with regard to lead, which has been asked for somewhat more freely. Generally speaking, the ingot market has settled down to a very quiet basis.

COPPER.—Matters relative to the copper situation in the United States are very interesting, and it would seem that the governmental regulation and price-fixing, with the consequent delays in making deliveries, has worked some hardship on smaller dealers because of delays. It is evident that at the present time no copper is available at the set price of $23.50, and that it will be January before this may be had at the government's price. The effect here is not great, as the demand has been and is limited. Prices here are unchanged at 34c lb.

LEAD.—One dealer has had better enquiry for lead the past week although the general demand is light. Prices are unchanged at 9c to 9½c per lb.

TIN.—There is a let-up in the feverish tin situation and a more settled tone seems to exist in both London and New York. The local situation will be governed largely by developments in the United States and where matters will settle down to a definite basis when the government's details of control and prices are worked out. The market holds firm here at 75c to 76c per lb.

SPELTER.—The business offering for spelter continues small and no changes are noted in prices which are from 10½c to 11c per lb.

ANTIMONY.—With little demand and a firm market, antimony holds unchanged at 16c to 18c per lb.

ALUMINUM.—Little trading is offering in aluminum and with quiet prevailing prices are unchanged at 58c to 60c.

Light Soldering Sets and Upholstery Nails Up

Toronto.

SOLDERING SETS, NAILS, TEAPOTS.—Higher quotations have been made on No. 5 soldering sets, which are for light work and are one-quarter pound in weight. Prices are now $2 per dozen. Upholstery nails have made an advance of 10 per cent. and are now quoted at $1.10 per thousand. Another line to show an increased price during the week is the green English teapots, formerly quoted at $5 per dozen and now priced at $6 per dozen.

Gas Globes Show Advance in Price

Toronto.

GAS GLOBES, ALUMINUM WARE. —There is an increase on opal glass gas globes, which are now selling at $2.75 per dozen in small lots and at $2.60 per dozen in case lots of six dozen to case. One of the lines that is meeting with considerable popularity for the Christmas trade is the children's aluminum ware table sets, comprising plates, cups and saucers and other articles. Prices on these range from $5.30 per dozen sets up to $16 per dozen. They are packed in boxes suitable for the Christmas trade.

TORONTO MARKETS

TORONTO, Nov. 29.—The week has been notable in the number of price changes that have taken place in bicycle and automobile accessory goods. These changes have been for the most part in the upward direction. Wholesale automobile accessory houses are engaged in arranging their prices for their spring quotations and this fact accounts for the number of changes during this period. It is expected that between now and the first of the year there will be a number of price adjustments. Bicycle accessories have also been in the course of revision. A part of the changes are already available but the bulk of the changes are still to be made. There is a considerable movement toward higher levels in these commodities. Other lines in which changes have been recorded include soldering sets, chair nails, warehouse brooms, teapots, gas globes, box scrapers, cooper's tools, galvanized sheaves for pulley blocks. Business continues to be quite favorable for the wholesale trade.

Bicycle Lamps and Bells Have Advanced

Toronto.

BICYCLE ACCESSORIES.—Wholesalers of bicycle accessories have now under advisement the question of spring prices and progress has already been made by way of revising the very numerous lists. Among the lines to show advances in price are bicycle lamps and bells, together with the carbide for the lamps. List price on the solar gas lamp has been advanced to $7 each, which is an increase of 50c in list price. One type of push button bell has been advanced to $13.80 per dozen list, which is an increase of $1.50. Another type of push button bell has been advanced to $9.60 per dozen list, which is an advance of $1.20 per dozen. Electric stroke bells have been advanced to $4.20 per dozen list, an increase of 80c per dozen. The above prices on lamps and bells are list prices and carry a discount of 50 per cent. to the retail trade. As stated in our report last week there has been a sharp advance in the price of bicycle carbide, for use in acetylene lamps. The list price on 100-lb. drums is now $10.80 as compared with the previous list price of $6.50. Discount on this commodity is also 50 per cent. off list. The big increase in this commodity has been caused through the increased use in industrial plants such as shipbuilding and munition plants where acetylene welding is used.

Bicycle Cyclometers and Tire Pressure Gauges Up

Toronto.

BICYCLE ACCESSORIES.—An advance of 14c per dozen has been recorded in Schrader tire pressure gauges as a result of the revision of prices for spring 1918. The former price to the trade was 97c per dozen, whereas the new price is $1.11 per dozen. Schrader valve inside parts have been advanced to $5.20 per 100, as compared with the former price of $4.28 per 100. Bicycle tire valves have been advanced $2 per 100 which makes the new selling price $22 per 100 valves. The above prices are net to the retail trade.

Box Scrapers and Pulley Sheaves Go Higher

Toronto.

SCRAPERS, SHEAVES.—An advance of $1.75 per dozen has been made in the price of box scrapers which now makes the price to the retail trade for No. 18 $8.50 per dozen. These scrapers are used by manufacturers for taking old stencils off boxes to the end that they might place their own stencil thereon. In this way a saving is effected in boxes. Galvanized sheaves for pulleys have made an advance in price and are now quoted as follows for No. 849 W.-C. line: 1½-inch and 2-inch, 15c each; 2¼-inch, 20c each; 2¾-inch, 25c each; 3-inch, 30c each; 3½-inch, 35c each; 4¼-inch, 45c each; 4¾-inch, 50c each; 5⅜-inch, 60c each. Galvanized ball-bearing sheaves No. 846 are quoted as follows: 2-inch, $1.10 each; 2¼-inch, $1.20 each; 3-inch, $1.40 each; 3½-inch, $1.75 each; 4¼-inch, $2.05 each.

Coopers' Tools Go To Higher Levels

Toronto.

COOPERS' TOOLS.—A substantial advance has been recorded in the price of coopers' tools. Levelers, No. 192, have been advanced to $3 per dozen. Hammers No. 163 have been increased to $3. Drivers No. 164 are now quoted at $2. No. 166 drivers, without handle, are now quoted at $2 and No. 166 with handle at $2.50. It is needless to point out that the condition in the steel market has been responsible in large measure for advances in these steel goods.

Side and Tail Lamp List Prices Advance

Toronto.

LAMPS.—One of the lines of automobile accessories to advance in price during the week has been the side and tail lamps in which list prices have been moved considerably higher. Champion steel side lamps are now quoted at $21.60 per pair list, the former list price being $16.25. Royal Junior steel side lamps are now quoted at $18.80 per pair list, the former list price being $12 per pair. Royal tail lamps are now quoted at $9 per pair list, the former price being $6 per pair. Dainty steel tail lamps are quoted at $10 per pair for brass and $10.80 for black. The above prices are subject to a discount of 25 per cent. to the retail trade in quantities of less than a dozen pairs, 30 per cent. in quantities of twelve pairs and 35 per cent. in quantities of 48 pairs.

Acetylene Gas Tanks Advance in Price

Toronto.

GAS TANKS.—An advance in price has been made effective in Prest-O-Lite gas tanks to the extent of approximately 10 per cent. Where these tanks were formerly quoted at a discount of 10 per cent. from list prices they are now quoted at net list. Following are the list prices on this line: Style E, $17 each; Style B, $22 each; Style A, $31 each; Style MC, $12 each. Refills have been moved slightly higher and the following prices prevail: Style E, $1.80 each; Style B, $2.25 each; Style A, $3.35 each; Style MC, $1. Prices on refills are net list.

Some Lamp Fittings Discontinued: Others Advance

Toronto.

AUTO LAMP FITTINGS.—A number of lines of lamp fittings have been discontinued while others again have been advanced in price. For bayonet style composition rubber cap for plugs the new price is 5c each. List price on hard rubber plugs threaded for caps is 20c each, the former list price being 18c. Rubber plug and cap together have been advanced to 25c list. Following are the list prices on other lines where changes have taken place: Plain plug with screw terminals, 15c; lamp socket and connector combination, 46c and 48c; lamp and plug socket with screw terminal, 25c each; lamp socket with rubber cap over screw terminals, 35c; lamp converter, with metal cap. threaded and two nuts, 65c; dash or plug socket connectors, 40c each.

Electric Hand Lanterns Readjusted

Toronto.

ELECTRIC LANTERNS.—A readjustment in the price of Mescolite hand lanterns has been recorded during the week in that a slight decrease in price in one type has been made effective while a slight advance has been put into effect on another. For the Mescolite complete with 1½ volt lamp the list price has been decreased by 10c, making it now $2. On the Mescolite complete with 3-volt, two cell dry battery and 2.8 volt lamp the list price has been advanced 10c which now makes it $2.70 each. Discount to the trade on these lamps is 25 per cent. in small quantities and 30 per cent. in quantities of 50. Auto lamp chests that formerly sold at $1.45 list are now quoted at $1.35 list. Discount on lamp chests is 25 per cent.

Floor Push Buttons Lists Advance 15c

Toronto.

PUSH BUTTONS. — An advance of 15c has been made effective on the list prices of floor push horn switch button, which now makes the list price 70c each. In quantities of less than 25 these push buttons are quoted at 20 per cent. off list. In quantities of 25 and up to 100 the discount is 30 per cent. and in quantities of 100 and over 35 per cent. In smaller quantities this makes a net increase of 12c each.

Dash and Trouble Lamps Make Decline

Toronto.

TROUBLE LAMPS.—One of the lines to record a lower price during the week is that of dash and trouble lamps, a decline of 20c having been recorded in the list price. The new list price is now $2.80 as compared with the former list price of $3. The regular discount of 25 per cent. to the trade applies in quantities of less than six, 30 per cent. in quantities of six and over and 35 per cent. in quantities of 24 and over. In another type of dash lamp there has also been a decline in price. In the Bulldog dash lamp the list has been readjusted to $1.45 list price, a decline of 25c. In metal dash lamps with self-contained lever the list price has been decreased 35c to $1.55. The 45-degree angle neck dash lamp has also been reduced 35c on list price, making the price now $1.55 each. These prices are subject to a discount of 25 per cent. in small quantities, and 30 per cent. discount in half dozens.

Pump Tubing Goes To Higher Levels

Toronto.

TUBING.—Star pump tubing has been increased in price to the extent of 1c per foot on list price for 3-16-inch three-ply and 4c per foot on ¼-inch three-ply. The new list price on the former size is now 12c per foot and on the quarter-inch size 17c per foot. In quantities of less than 25 feet the discount is 25 per cent. In quantities from 25 feet to 100 feet the discount is 30 per cent., and in quantities of 100 feet and over the discount is 35 per cent.

Tire Gauges and Oil Gauges Advance

Toronto.

GAUGES. — Invincible tire gauges have been advanced 25c on list price which now makes the list price $2.50 each. Duplex tire gauges have also been advanced 25c on list price, making the list price now $1.50 each. Dashboard air or oil gauges have been advanced considerably, an increase of $1.80 on list price having been recorded, making the list price now $4.80 each. Those latter gauges are used to show pressure on oiling systems, self-starters, gasoline lines and such like. Discount on above gauges to trade is 25 per cent., in quantities of 12 a discount of 30 per cent., and in quantities of 40 a discount of 35 per cent.

Pipe Wrenches Make Decline in Price

Toronto.

WRENCHES.—A decline in the price of Trimo pipe wrenches has been recorded through the changing of the discount to 37½ per cent. The former discount was 32½ per cent. in small quantities. Following are the list prices on this line: 6 in., $2 each; 8 in., $2.35 each; 10 in., $2.50 each; 14 in., $3.50 each; 18 in., $5 each. Westcott pipe wrenches have been advanced in price through the changing of the discount to 33 1-3 per cent. on list, the former price being list plus 50 per cent. "K" motor wrenches have been advanced in price through the changing of the list prices. 7 in. is now quoted at 53c; 8 in., 67c each; 9 in., 95c each; 10 in., $1.05 each. Discount on this latter line is 25 per cent. in small quantities and 30 per cent. in quantities of twelve.

Hose Clamps Show Decline in Price

Toronto.

HOSE CLAMPS.—A decline in price has been recorded in hose clamps, used in clamping hose on metal pipes. This particular kind is special auto type hose clamp. The reduction is considerable and the following new list prices now prevail: ½-in., 5c each; ⅝-in., 5c each; ¾-in., 6c each; 1-in., 1¼-in., 1½-in., 7c each; 1¾-in., 2-in. and 2¼-in., 8c each; 2½-in., 14c; 2¾-in., 20c; 3-in., 23c; 3¼ in., 26c; 3½-in., 30c. Discount on this line of hose couplings is 25 per cent. from above list prices to retail trade in small quantities, 30 per cent. in quantities of 50 and 35 per cent. in quantities of 200.

Electric Heater List Has Declined

Toronto.

HEATERS, SPARK PLUG WRENCHES.—A decline in the price of Presto electric heaters has been made effective by the changing of the list price to $6 each, a reduction of 50c. Discount on this line is 25 per cent. in small quantities, 30 per cent. in quantities of six and 35 per cent. in quantities of 24. Spark plug wrenches is another of the lines to show an upward tendency. On the 9-32 in., 31-32 in., 1 1-32 in. and 1 5-32 in., the list price has been increased 5c, making the price now 35c each. List prices on larger sizes remain unchanged at 40c each. Discount on this line is 25 per cent. in small quantities and 30 per cent. in quantities of twelve and over.

Price Readjustment of Socket Wrenches

Toronto.

SOCKET WRENCHES.—An advance in the list price of one type of socket wrench sets has been recorded while declines have been made effective in two other lines. In the socket wrench set used by machinists, automobile repair men and marine engineers the list price has been advanced $1.10, making the quotation now $18.60. In the smaller set of automobile socket wrenches the list price has declined $1 and is now quoted at $10 each. In the special hexagon spark plug wrench sets the list has declined $1.10 and is now quoted at $10.65 each. In the Rodtproof socket wrench the list price on type for use in motor boat and marine work the list has declined 25c to $11.25, while the hexagon socket wrench type with ratchet brace has declined $1.15 on list price, making the price now $7.35. These wrench sets are subject to discount of 25 per cent. in quantities of less than six sets and 30 per cent. discount in six sets and over. List on ratchet brace wrench has been reduced 25c to $2, the discount remaining the same at 25 per cent.

Double-End Wrench Lists Decreased

Toronto.

DOUBLE-END WRENCHES.—General service sets of double-end wrenches have declined in price slightly through the change of list prices on this line. Where formerly the list price was $1.60 per set it is now changed to $1.50 per set. The set of double-end wrenches that formerly sold at $2.50 list is now quoted at $2.40 list price. This latter type of wrench is used more particularly for automobiles. On sets of double-end garage wrenches which formerly sold for $4.10 per set the price is now $3.90 list. These goods are subject to a discount of 25 per cent. in small quantities and 30 per cent. discount in quantities of six sets.

Cotter Pin Extractors and Pliers Go Higher

Toronto.

EXTRACTORS, PLIERS. — Higher prices have been made effective on cotter pin extractors, used for extracting cotter pins and spreading the split ends to prevent them from coming out. List price on this article has been advanced 1c each, making the quotation now 16c each. In lots of less than twelve the regular discount of 25 per cent. prevails, in lots of 24 the discount is 30 per cent., and in lots of 96 the discount is 35 per cent.

Tinners' Snips Are Lower in Price

Toronto.

SNIPS.—A decline in price in Red Devil tinners' snips was put into effect during the week, list price having been reduced 35c, making the new list price $2. The handy auto snip remains unchanged in price at $1.65 each. These snips are subject to a discount of 25 per cent. in small quantities, 30 per cent. in half dozens and 35 per cent. in lots of 24 snips.

Valve Grinders Have Been Reduced

Toronto.

VALVE GRINDERS.—A slightly reduced price has been made effective on the Universal valve grinder by the changing of the list price from $1.45 to $1.35 each. This valve grinder fits all types of valves which have either pin holes or slotted tops; and can be used for small cars as well as large cars. List price is subject to a discount to the retail trade of 25 per cent. in lots of less than half a dozen and 30 per cent. in lots of six and over.

Grease Cups and Oil Cups Carry New Lists

Toronto.

GREASE AND OIL CUPS.—Higher prices have been made effective on Empress ratchet grease cups, Empress plain grease cup and nickel-plated brass oil cups. On the ratchet grease cups the new list price follow: ¾-in., 29c each; 1-in., 34c each; 1¼-in., 54c each; 1½-in., 70c each; 2-in., $1.08 each. Empress plain grease cups are quoted as follows: No. 000, 23c each; No. 00, 27c each; No. 0, 47c each; No. 1, 62c each; No. 2, $1 each. Brass oil cups are quoted at following list prices: No. 0, 11c each; No. 1, 12c each; No. 2, 15c each; No. 3, 17c each; No. 4, 21c each; No. 5, 30c each. All of the above prices on grease and oil cups are subject to a trade discount of 25 per cent. in small quantities, 30 per cent. in quantities of 24 and 35 per cent. in quantities of 96.

Well Wheels Have Advanced 10 Per Cent.

Toronto.

WELL WHEELS, FOOD CHOPPERS.—Higher prices have been made effective on well wheels to the extent of approximately 10 per cent. Eight-inch size is now quoted at $6, ten-inch at $6.50 and 12-inch at $8.25. Universal food choppers is another of the lines to show higher prices during the week. No. 0 is now quoted at $15.20 per dozen, No. 1 at $18.80 per dozen. No. 2 at $24 per dozen and No. 3 at $30.35 per dozen. Above prices are net prices.

Stoves and Furnaces Still in Active Demand

Toronto.

STOVES, ENAMELWARE. — There was a continued active demand for heating stoves and furnaces during the week. Cold weather of the past week has renewed interest in these lines and the demand has again become insistent. This is the season of the year when the call for furnace deliveries is perhaps the heaviest. Oil heaters and oil burning cook stoves held steady in price. A higher price has been made effective on the ovens for Perfection oil cook stoves, price on No. 22G having been advanced 50c and is now quoted at $5. Enamelware trade is reported fair with prices being maintained.

Metal Shingles and Sidings Go Higher

Toronto.

SIDING, SHINGLES.—Higher prices were recorded on metal shingles and siding. In the instance of standard galvanized shingles the advance amounts to $1.60 per square, making the selling price now $11. Standard painted shingles have been advanced $1 per square and are now quoted at $8.50. Standard galvanized metal siding advanced 85c per square, making the selling price now $9.25. Standard painted metal siding advanced 90c per square, making the price now $6.60. This advance follows as a part of the movement that has affected corrugated sheets.

Coal Tar and Refined Tar Go Up

Toronto.

TAR, ROOFING MATERIALS. — An advance of $1 per barrel was recorded in the price of coal tar during the week, making the price now $5.50 per barrel. Refined tar has been advanced 50c per barrel, which places the selling price at $6 per barrel. Other roofing materials held unchanged. Liquid roofing cement is quoted at 27c per gallon in barrel lots and roofing pitch at 75c to 85c per hundred.

Booking Business on Binder Twine

Toronto

CORDAGE, TWINE. — Dealers in binder twine are now engaged in booking business for delivery next year and report that there has been free ordering. Manufacturers find it necessary to sound the requirements of the trade a considerable distance in the future. Prices remain open, to be named at some date in the future. This is the usual method of doing business and the year has proved no exception in this respect. There is a continued good demand for small twines. Cordage business is of a sorting nature and somewhat light at present. Prices held steady at the quotations given in current quotations.

Gasoline Consumption Is Keeping Up Well

Toronto.

GASOLINE, COAL OIL.—In spite of the fact that the cold weather of fall is here consumption of gasoline has not fallen very materially. Oil companies report the consumption is still keeping up at a good rate. There is a noticeable increase in the demand for coal oil, however, as this consumption is incidental to cold weather when people use more in oil heaters. Country districts where coal oil lamps are still used also record an increase in the consumption. Gasoline holds unchanged at 31½c per gallon and coal oil at 16c and 19c per gallon, according to the grade.

Wire and Nails Hold Steady and Firm

Toronto.

WIRE, NAILS.—There is a steadily firm situation in wire products due to the inability of manufacturers to secure very large supplies of wire rods. The mills in the United States are directing their energies to production of war steel and commodities for domestic consumption will be in greater restriction as time proceeds. Wire nails held in steady position due to the situation in wire rods and quotations were made on the basis of $5.45 per hundred pounds. There is light business in nails at the present time. Smooth steel wire is quoted at $6.50 per hundred pounds for base sizes Nos. 0-9.

Wool Sponge List Has Been Advanced

Toronto.

SPONGES.—Abaco wool sponges for the garage trade in the medium size have been advanced 20c on list price, making the price for No. 9 $1. No. 7 or large size remain unchanged at $1.40 list price. These goods are subject to a discount of 25 per cent. in numbers of less than a dozen, 30 per cent. discount in twelves and 35 per cent. discount in lots of 48.

Hub Cap Wrench Lists Advance 50%

Toronto.

HUB CAP WRENCHES.—An advance amounting to 50 per cent. on the former list price has been made effective on hub cap wrenches for Ford cars, the new list price being 27c each, whereas the former list price was 18c each. These wrenches are subject to a discount of 25 per cent. in small quantities and 30 per cent. discount in quantities of twelve.

Brake Shoes And Anti-Rattlers Readjusted

Toronto.

BRAKE SHOES, ANTI-RATTLERS.—New list prices have been made effective on hub brake shoes for Ford cars, which show lower prices. Hub brakes, with thermoid lining, are quoted at $1.50 per set list, and with rival lining at $1.20 per set list. These prices are subject to a discount of 20 per cent. in small lots and 20 and 5 per cent. in lots of half-dozen brakes. A readjustment in the price of rod anti-rattlers for Fords provides for a 5c decline in list price on No. 1 black and an advance of 10c on list price for No. 3 black. List price on No. 1 black is now 40c each and for No. 3 black 45c each. Discount on numbers of less than a dozen is 25 per cent., in lots of 12, 30 per cent., and in lots of 48 a discount of 35 per cent.

List Price On Machines Advances

Toronto.

WASHERS.—The list price on one line of washing machines, Easywork, has been advanced from $17.30 to $19.30, or an advance of $2 over previous list price. Discount remains unchanged.

Available Steel Is Not Plentiful

Toronto.

IRON AND STEEL.—Complaint is being voiced in the United States that the available supplies of steel are growing still less with each day that the war progresses. Curtailment in use is being effected wherever possible, and one of the first industries to feel the impact is the automobile manufacturers. Building of pleasure cars is being restricted. Short supplies of coal and coke are interfering with the production of iron and steel. Canadian manufacturers are experiencing the same difficulty. Local dealers report a fair movement of iron and steel. Prices are holding steady. In sheet cast steel the lower price has disappeared in some instances, which now makes the quotation 35c per pound.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	30 00	35 00

Tin Plate Stocks Are Being Conserved

Toronto.

SHEETS, PLATES.—With the desire of the Government to conserve supplies of tinplate to be used in containers for canned goods quotations have been withdrawn by dealers on IX, IXX, and IXXX tin plates. Quotations that are made on these lines are, therefore, purely nominal. Some 1C tinplates are still available, the price quoted being $28 per box. Canada plate is not being quoted at all, as arrivals that came into this market some two months ago quickly went into consuming channels. Black sheets and galvanized sheets held steady in price during the week. Some big buyers of these commodities are of the opinion that the bottom of the market has been reached. Mills in the United States are asking premiums for any available supplies they may have to sell—that is, premiums over the established Government price of 5c per pound for No. 28 gauge black sheets.

TORONTO—			
BLACK SHEETS—		Per 100 lbs.	
10 gauge		$	$12 00
12 gauge		8 05	11 60
14 gauge		7 95	9 90
16 gauge		8 00	10 00
18-20 gauge		7 80	8 80
22-24 gauge		7 85	8 85
26 gauge		7 90	8 90
28 gauge		8 00	9 00
29 gauge		8 10	....
3-16-inch plate		....	12 25
¼-inch boiler plate		....	12 00
GALVANIZED SHEETS—			
10¾ oz.	$10 00	$10 30	$12 00
U.S. 28	9 70	10 00	11 70
U.S. 26	9 40	9 70	11 40
22 and 24	9 25	9 55	11 25
18 and 20	9 10	9 40	11 10
16	8 95	9 25	10 95
14	8 85	9 15	10 85

Former Prices On Sheets Restored

Toronto.

CORRUGATED SHEETS.—Manufacturers of corrugated sheets have returned to the previous level on corrugated sheets, following an advance of 30c on No. 28 gauge and 40c on No. 26 gauge, which was made effective last week and lasted for a few days only. No. 28 gauge is now quoted at $8.70 per 100 square feet and No. 26 gauge at $9.60. The statement was made by one dealer that, since the advance made was slight, on second consideration it was deemed advisable to adhere to former prices rather than disarrange the market by a new set of prices. Conductor pipe and eavetrough, however, hold steady at the advance recorded of approximately 10 per cent., which now makes the selling price net list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8.20-$9.00	$ 7.50
No. 26 gauge	9.60-10.00	....

Movement Of Boiler Tubes Is Not Heavy

Toronto.

BOILER TUBES.—There is a slow movement of boiler tubes at the present time owing to the restrictions with which sales are hedged around. Between an embargo in the United States and the Canadian Government holding tight rein on the situation this side of the line, there are very few available for domestic use. Prices held unchanged and at firm quotations.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Again Advances 1c to 1½c Per Pound

Toronto.

LEAD AND ZINC PRODUCTS.—Due to the firm situation in the ingot tin market there has been an upward tendency in the price of solder during the week. Guaranteed solder advanced 1½c per pound, and is now quoted at 40½c. Strictly half-and-half advanced 1¾c, and is quoted at 39c per pound. Commercial solder and wiping solder have been advanced 1c per pound in each instance, the former now being quoted at 37c and the latter at 38c per pound. Other lead and zinc products held unchanged. There is a fair demand reported.

TORONTO—		
Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	10% on list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 40½	....
Solder, strictly, lb.	0 39	....
Solder, commercial, lb.	0 37	....
Solder, wiping, lb.	0 38	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Canadian Tin Is Cheaper Than In U.S.

Toronto.

INGOT METALS.—Tin was again the centre of interest in the local ingot metal market. The fact that quotations are being made in this market lower than those prevailing in the New York market is a point of interest worth noting. The situation in spelter seems to indicate a firmer undertone, with the possibility of higher prices through the curtailment of output.

COPPER.—There is an easier tone in the copper market for deliveries to be made in January, February and March. The point of interest in the market is the fact that jobbers' margin in the United States has been fixed at 5 per cent. over producers' price. The producers have no copper for sale in November and December, but are booking to the jobbing trade on the basis of 23.50c per pound in the United States, which is the same basis of sales to the United States Government. As the result of the establishment of this margin it is expected that prices will show an easier tendency as the months of January, February and March draw nearer. Locally quotations were made on the basis of 32c for casting and 32½c for electrolytic.

TIN.—An item of interest to the Canadian trade is the fact that they can buy tin in this market at a lower price than obtains in the New York market. This is possible through the existence of some stocks of tin in the local market. Quotations are made in this market on the basis of 72c to 78c per pound, whereas quotations in the New York market are on the basis of 80c per pound. The United States Government has commandeered some 100 tons of tin for use of the Navy Department, being the stocks held in bonded warehouses. In the United States the sub-committee of the American Iron and Steel Institute has taken over control of importations and distribution.

SPELTER.—The situation in spelter continues quiet. Reports were current in the United States market that purchases were made at an advance of ¼c over prevailing quotations for delivery during first quarter of next year. Quotations locally were made on the basis of 10c per pound.

LEAD.—The market is quiet, with light demand. Quotations were unchanged on the basis of 9c per pound.

ANTIMONY.—In the primary market there was a slight improvement in the antimony market, but locally the market was quiet, with quotations unchanged at 16c to 18c per pound.

ALUMINUM.—Judging from the price of aluminum in the United States market there would seem to be fairly good stocks of that metal in the market. Locally prices held unchanged at 60c per pound.

PIG IRON.—The situation in pig iron is one of steady firmness following the readjustment in price recently made to lower levels. Smelters of iron are facing the problem of light coke supplies, and this is having a firming effect on the market. Quotations were made on the basis of $50 per ton for foundry iron.

Firmer Undertone In Old Metals

Toronto.

OLD MATERIALS.—There was a slightly firmer undertone in the market for old material during the week, particularly in iron and steel products. There is a fairly good inquiry for these commodities in the United States at the present time but movement is restricted through lack of adequate transportation. Prices in the local market held unchanged during the week, with the exception of old rubber boots and shoes which declined ¼c and are now quoted at 8c. Auto tires are also down 1¼c, being now quoted at 4½c lb.

Toronto.

Tea lead	$ 0 04	....
Heavy lead pipe	0 05½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0 04½
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

LONDON MARKETS

LONDON, Nov. 29.—Price changes have been in the upward direction in the majority of instances during the week. Business in this district is good. The cold weather has speeded up sales for stoves, stovepipe, coal hods and kindred lines. The demand for hand sleighs has also started, together with hockey sticks and skates. One of the important lines to register an increase during the week is that of glass. Linseed oil, on the other hand, is lower.

Glass Has Been Increased In Price

London.

GLASS.—Higher prices have been recorded in glass during the week through the changing of the discounts. Single and double diamond glass is now quoted at 40 and 10 per cent. off list, while cut lights are quoted at 33 1/3 per cent. off list. There is a very firm situation in glass, which seems to point to still higher prices. Following are the net prices per case figured on the basis of 40 and 10 per cent. off list:

	—Case—	
	Single	Double
Under 25 inch	$ 9 18	$12 96
26 to 34	9 72	14 04
35 to 40	10 05	14 26
41 to 50	13 13	16 85
51 to 60	13 83	17 28
61 to 70	....	18 36
71 to 80	....	19 98
81 to 84	....	26 46
85 to 90	....	28 62
91 to 94	....	29 16
95 to 100	....	35 10
101 to 105	....	36 99

Hitching Rings And Food Choppers Higher

London.

HITCHING RINGS, FOOD CHOPPERS.—Japanned hitching rings have been advanced in price, and are now quoted at 90c per dozen. Universal food choppers have been advanced, and are quoted as follows: No. 0, $15.20 per doz.; No. 1, $18.80 per doz.; No. 2, $23.95 per doz.; No. 3, $30.35 per doz.

Bug Finish And Sheep Dip Advance

London.

BUG FINISH, SHEEP DIP.—New prices for spring booking have been announced on bug finish as follows:—1 to 3 barrels, $7.25 per barrel; 4 barrels and over, $7 per barrel. Zenoleum sheep dip and disinfectant is now quoted higher in price at the following: 8-oz. tins, $2.40 per dozen.; quarter-gallon, $5 per dozen; half-gallons, $8.40 per dozen; gallon tins, $15 per dozen.

Rope And Nails Hold Unchanged

London.

ROPE, NAILS.—Quotations on rope held steady during the week. Pure Manila is quoted on the basis of 39c per pound, British Manila and New Zealand hemp ropes at 33c per pound, and sisal rope at 27½c per pound. Sorting business in rope is light at this season of the year. Nails are in firm market, with prices unchanged at $5.45 per keg base for standard wire nails and $5.75 base for cut nails.

Batteries And Heaters In Good Sale

London.

HEATERS, BATTERIES.—There is a big demand for flashlights and batteries for the Christmas trade. Prices on these lines are maintained at 33 1/3 per cent. discount for Eveready Daylos and batteries. Oil heaters are also in good demand. No. 525 is quoted at $5.50 each and No. 530 at $6.25 each. Prices on oil heaters are subject to a discount of 25 per cent.

Skates, Weather Strip And Snow Shovels Moving

London.

SKATES, WEATHER STRIP AND SIFTERS.—Winter lines are now moving freely with the recent cold snap. Starr skates are being quoted at a discount of 30 per cent. off list. Frost King weather strip is quoted at $4.40 per dozen packages, Swan hardwood weather strip at 75c per set, and wood and felt stripping at 75 per cent. discount. Ash sifters are in good demand, quotations being made on the following basis: Com-

mon wood sides, $2.15 per dozen; Banner, $2.90 each; Rocker No. 1, $5.25 each.

Snow Shovels Soon Needed

Now that snow shovels will soon be more generally needed in Ontario, the sale for these goods is also reported good. Quotations are being made on the basis of 12½ per cent. discount off list.

Snow Shoes Moving

In anticipation of a good demand for snow shoes, stocks are being examined and prices checked over. Following are prices prevailing in this district: Boys' size 10 in. by 23 in., $2.35 per pair; ladies', size 11 in. by 36 in., $2.85 per pair; men's, size 12 in. by 42 in., $3.25 per pair; men's, size 14 in. by 42 in., $4 per pair.

Safety Razors In Good Demand At Present

London.

SAFETY RAZORS.—There is a good sale for safety razors at the present time owing to the suitability of these articles for Christmas gifts. Gillette is quoted at $3.75 each; Auto-strop at $3.75 each; Gem Junior and Everready at 75c each.

Loaded Shells in Fair Sale

There is a fair sale for loaded shells at present. Smokeless powder shells are quoted net list and black powder at 10 per cent. on list.

Winter Lines Are In Active Demand

London.

SLEIGHS, BELLS, AND HOCKEY STICKS.—With the approach of winter a good trade is developing in such articles as hand sleighs, sleigh bells, collar bells, chimes, and hockey sticks. Hand sleighs are quoted at a discount of 35 per cent. off list. Team bells, No. 7 sheet steel, is quoted at $1.30 per dozen; No. 2 rough bell metal at $3.35 per doz.; No. 3 rough bell metal at $3.85 per doz.; No. 4 rough bell metal at $5.50; No. 5 rough bell metal at $6.50. Collar bells on strap, No. 2 are quoted at $1.30 per dozen, and No. 3 at $1.45 per dozen. Swedish chimes, No. 1400 are quoted at $2.10 per strap, No. 1500 at $2.50 per strap, and No. 1700 at $3.35 per strap.

Hockey Stick Prices

Hockey sticks are quoted at the following prices: Boys' red, 85c per dozen; boys' white, 85c per dozen; men's rock elm, $2 dozen; men's Spalding, $3.75 dozen; men's MicMac, $4.75 dozen.

Ensilage Forks Unchanged

Manure and ensilage forks are unchanged in price at 25 per cent. off list. Cow chains are quoted at 12½ per cent. discount.

Linseed Oil Down 2c; Turpentine Advances 2c

London.

LINSEED OIL, TURPENTINE.—Lower prices were made effective on linseed oil during the week to the extent of 2c per gallon, and the following prices now prevail: 1 to 2 barrels, raw $1.48 per gallon, boiled $1.51 per gallon; 3 to 5 barrels, raw $1.47, boiled $1.50; 6 to 9 barrels, raw $1.45; boiled $1.48 per gallon.

Turpentine gave evidence of a firmer tone through an advance of 2c per gallon. In single-barrel lots it is now quoted at 77c per gallon, and in 2 to 4-barrel lots at 76c. In 5-gallon lots the price is 84c per gallon.

White Lead Unchanged

The market for white lead in oil is holding steady at $16.20 per hundred pounds in ton lots and $16.55 per hundred pounds in less than ton lots. Elephant brand is quoted at $16.80 in ton lots and $17.15 per hundred pounds in less than ton lots.

Putty Prices Hold

Prices of putty held unchanged at $4.65 per 100 lbs. for standard in 25, 50 and 100-lb. drums, and pure putty at $1 per hundred in advance of above prices.

WINNIPEG MARKETS

WINNIPEG, Nov. 27.—Winnipeg markets, which for the past two weeks have been fairly steady, show general activity this week, with all prices on the upward move, among these being woodenware, shoe thread, grindstone fixtures, game traps, Clemax blowers, engineers' wrenches, self wringing mops, Cannon oilers, Enterprise food choppers, Mrs. Potts' irons and screen doors. Business in all lines continues normal with sleighs and stoves leading.

WIRE RODS STILL SCARCE

That the wire nail situation is one of extreme firmness is evidenced by the great difficulty experienced by nail manufacturers in securing supplies of wire rods. Not only is there a scarcity of rods, but the few available have to be purchased at a price which would not allow the nail makers a profit at the prices which they are receiving for nails to-day. There has been a feeling in Canadian trade circles that nails would probably decline in price following announcements of prices on rods in the United States. Canadian manufacturers who wished to purchase United States rods have found that supplies are not available at the prices which have been published in United States market reports. In fact, in practically all cases U. S. rods are not available at any price. Nail makers, who have found it necessary to purchase rods, find that with present prices on rods, increased costs of labor, increased costs of kegs and other charges, the cost of production would run at the very least over 20c per keg above the present price. This would indicate that based on present costs of raw materials and manufacturing the price of wire nails is exceedingly reasonable, and with a continued firm market for raw materials might possibly advance at any time.

Solder Prices Are Holding In Firm Market

Winnipeg.

SOLDER.—Price on solder which has been holding firm for the past few months is still quoted at 41 to 42c lb. However, advances in lead and tin which have recently been recorded as well as the limited amounts to be had will no doubt affect the solder market soon.

Linseed Oil And Turpentine Hold Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—No further change is recorded in linseed oil with prices holding firm as formerly quoted, namely, raw, $1.65 gallon; boiled, $1.68 gallon. Turpentine prices still hold firm with no indications of any immediate change. To-day's prices are as follows: Barrels, 80c gal.; ½ barrels, 83c gal., 5 gals. 85c gal., 1 gal. 85c gal., plus the usual extra's for containers.

Woodenware Shows Advance Of 10 Per Cent.

Winnipeg.

WOODENWARE.—Further advances have just been put into effect by woodenware manufacturers and show an increase of 10 per cent. on the following lines: Wood pails, $3.50 doz.; wood tubs, No. 3, $11.45 doz.; No. 2, $13.20 doz.; No. 1, $15.65 doz.; No. 10, $18.30 doz. Although no advance is given on fibre tubs and pails, a further increase would not come as a surprise.

Shoe Thread Goes Up; Stocks Very Limited

Winnipeg.

SHOE THREAD.—In HARDWARE AND METAL issue of November 10 an advance in shoe thread was predicted and has just gone into effect, showing substantial increases over former prices, with only a limited quantity available. To-day's market prices are as follows: Standard brand, No. 8, $2.75 lb.; No. 10, $2.85 lb.; No. 12, $2.90 lb.; No. 15, $2.95 lb.; No. 20, $3 lb. Harp brand, No. 8, $2.65 lb.; No. 10, $2.75 lb.; No. 12, $2.80 lb.

Grindstones Advance

Grindstone fixtures again show an upward trend in price, advancing approximately 12½ per cent. and are quoted today as follows 15 in., $7.25 doz.; 17 in., $8.00 doz.

Game Traps Are Higher By 14%

Winnipeg.

GAME TRAPS.—As predicted in a recent issue of HARDWARE AND METAL that an advance on game traps was imminent, this has just come to hand and shows an increase of 14 per

cent. over former ruling prices. High fur prices have had the effect of greatly stimulating the sale of traps, which are moving freely. To-day's market prices are as follows.

Victor—No. 0, $1.80 doz.; No. 1, $2.12; No. 1½, $3.37; No. 2, $4.44; No. 3, $5.90; No. 4, $7.
Jump—No. 0, $2.35 doz.; No. 1, $2.75; No. 1½, $4.12; No. 2, $6.05; No. 3, $8.05; No. 4, $9.48.
Hawley & Norton—No. 0, $2.77; No. 1, $3.25; No. 1½, $4.88; No. 2, $6.83; No. 3, $9.10; No. 4, $10.72.
Newhouse—No. 0, $2.48 doz.; No. 1, $4.45; No. 1½, $6.65; No. 2, $9.85; No. 3, $13.15; No. 4, $15.48; No. 2½, $15.48; No. 3½, $17.37; No. 4½, $37.53; No. 5, $9.40 each; No. 50, $6.76 each.

Blowers And Food Choppers Move Upward

Winnipeg.

FOOD CHOPPERS, BLOWERS.—Climax blowers again show advances owing to increased cost of production, the increase amounting to $1 each, they being quoted to-day at $16 each.

Food Choppers

Enterprise food choppers show another strong advance and are quoted to-day at the following prices: No. 5, $2.75 each; No. 10, $4.65 each; No. 12, $4.10 each; No. 22, $7.15 each; No. 32, $9.35 each and extra parts are quoted at 20 per cent. advance on list.

Oilers Have Been Moved To Higher Levels

Winnipeg.

OILERS.—Prices on genuine Cannon oilers, which have remained firm for the past few months, again move upward showing a very marked increase over the previous market and are quoted to-day at: 1 pint, $11.95 doz.; 1½ pint, $13.65 doz.; 2 pint, $15.55 doz.

Mops Go Higher By 50c Per Dozen

Winnipeg.

MOPS, WRENCHES.—Self wringing mops again advance 50c dozen and are quoted to-day at $4.50 doz. Engineers' wrenches show another increase of approximately 12½ per cent. and are quoted to-day as follows: Single end No. 0, 9c each; No. 1, 11c each; No. 3, 16c each; No. 4, 20c each; No. 5, 23c each; No. 6, 28c each; No. 7, 36c each. Double end, No. 25, 15c each; No. 29, 23c each; No. 31, 41 each; No. 34, 41c each; No. 37, 60c each.

Sad Irons Again Move In Upward Direction

Winnipeg.

SAD IRONS, WHIPS.—Mrs. Potts' sad irons again show a strong upward trend of approximately 50 per cent. and are quoted to-day as follows: No. 55, $1.80 set; No. 50, $1.90 set.

Correct Price on Whips

Through a misunderstanding bamboo binder whips were quoted in a recent issue of HARDWARE AND METAL at $4.50 doz., this should have read $4 doz.

Booking Prices On Screen Doors Issued

Winnipeg.

SCREEN DOORS, WINDOWS:—New prices on screen doors and windows have just been issued by the manufacturers and show considerable increase over last year's price. On account of the numerous styles and makes of doors it is impossible to quote all lines however, the price on the standard 7/8 green door is $13.20 doz. Other lines are quoted on application. Owing to labor shortage the supply of doors and windows for next year will no doubt be very limited as manufacturers in taking orders cannot guarantee to fill complete. Bookings are now being accepted on the above lines for 1918 shipments.

PITTSBURG MARKETS

PITTSBURG, Pa., Nov. 27.—Were it not for a curtailment in the production of pig iron, due to an increased shortage of coke, it is probable that foundry iron would be more plentiful. The business of some foundries has greatly decreased on account of war conditions. One large interest, making goods used chiefly in building operations and normally consuming fully 50,000 tons of pig iron annually, is shipping practically nothing, has a stock of 20,000 tons of iron, and has instructed furnaces to suspend shipments of pig iron. One of its three plants is to be converted for shell manufacture.

Coke Situation Unsatisfactory

The coke situation is extremely unsatisfactory. All year the supplies from the Connellsville region have been poor, to such an extent that the country's pig iron production has fallen a trifle short of that in the corresponding period last year, when there are new furnaces sufficient to increase the production by between 5 and 10 per cent., while in the past fortnight the coke shipments have been still poorer. The majority of furnace interests have had to bank for longer or shorter periods during the past ten days. The result is that, while they had been making an earnest effort to make sales at the Government prices to regular customers, they have now had to withdraw from the market entirely, as they can hardly meet their contract requirements, and may have a worse time when winter weather arrives. It is estimated that one could readily sell 200,000 tons of steel-making pig iron to steel works in this vicinity for delivery up to April 1 if the iron could be furnished.

Railroad Congestion

Nearly all the railroad divisions in the Central West are congested, and in the case of some divisions handling chiefly coal and coke the congestion amounts to a blockade. No adequate relief is expected until the Washington authorities carry out the programme now being considered of curtailing activity in the industries deemed unessential to prosecution of the war. At the request of the authorities the railroads have compiled a list of 525 commodities which might be considered unessential, and some of these will probably be embargoed.

More Set Steel Prices

The American Iron and Steel Institute has made a further announcement as to iron and steel prices. Light rails, 25 to 45-lb., are set at 3c, or $67.20 per gross ton. Chain is set at 8c base for 3/8-inch proof coil chain. Cold rolled strip steel is set at 6.50c base. Some long lists of extras and differentials have been promulgated, including complete lists for small nails, brads, tacks, etc., as well as for wood screws.

More Steel in Market

Offerings of finished steel products for early deliveries have become somewhat

(Continued on page 60.)

WAR PREPARATIONS IN WASHINGTON

(Continued from page 33.)

Goethals, who surprised the world by completing the Panama Canal on schedule time, was also impressed into this service. Now Henry Ford is being brought in. Ford knows how to standardize manufacture so thoroughly that he can turn out more and cheaper automobiles than anyone in the world; so they have delegated him to the task of standardizing the building of merchant ships. Frank A. Vanderlip, a banking authority of international reputation, was installed at the Treasury. Davisson, one of the Morgan partners—no further word of commendation is necesssary—was secured to head the Red Cross work. And so it went all along the line.

The National Council

But the most radical departure was the organization built up around the Council of National Defence. The Council consists of six members of the Wilson cabinet. First an advisory commission was appointed, composed of seven of the most prominent business men in the country. Each of these seven men had charge of one branch of industry. For instance, Daniel Willard, the president of the Baltimore & Ohio Railroad, was put in charge of transportation. Each chairman divided his own branch into a number of component parts and secured committees for each section. These committees were not purely decorative or honorary bodies. Each man selected agreed to give all or part of his time to the service of the country and forthwith came on to Washington and started to work.

The work of organizing each branch of industry then began. And some wonderful results were achieved. Supplies needed by the Government were produced in record time at prices cut far and away below the market levels. The story of achievement is so remarkable, however, that it will require **an article itself in the telling.**

EDITOR'S NOTE.—*Next week will be told the complete story of the organization and the work of the advisory committees of the Council of National Defence*

WEEKLY PAINT DEPARTMENT

Practising the Doctrine You Preach

Appearances Count For Much—Value in a Special Store Color—Christmas Displays Enhanced—Inside Appearance to Confirm Outside Impressions.

HOW many merchants advertise in the newspaper and make special window displays as a means of pushing the sale of the paint which they handle? And yet their store front and their store interior bear glaring evidence of that very need of paint which they are trying to impress on their customers as imperative from the standpoint of economy, appearance and increased property valuation. Fortunately the number who really let their store dress become shabby and out-of-date is not large but there are many who let the appearance of their store become soiled to some extent and this very thing should be avoided.

Appearances Count for Much

Isn't it true that the clothing man's appearance has something to do with the effect his suggestions have as to the clothes most suitable for you—doesn't the shoe salesman's recommendations bear more weight if his own feet are neatly and properly shod? Why then shouldn't the neat, clean, freshly-painted store exterior and store interior bear weight when advocating the use of paint by your customers? They do not need to wonder why you do not use paint. They know you do, they feel you must believe in it, they realize you are practising the doctrines you preach.

Value in a Special Store Color

There have been many stories told of merchants who adopted a standard color, bright, attractive, compelling, for their store front. Such a procedure has value from an advertising standpoint. The "Red Hardware," the "Blue Store" are names easily remembered—the outside appearance of the store, either red, blue, or some other color stands out and is a distinguishing feature. It is not necessary for your customers to look around for the name, which may be above the store windows, below them or stencilled on them—the color stands out from all angles, it is easily detected. Such a procedure is not advocated for all stores by any means and would be hard to employ on some fronts which are practically all glass but the point is made so that the thought may be directed to the better appearance of the store front.

Christmas Displays Enhanced

What does this mean at this Christmas season? All merchants will be decorating their display windows with goods adaptable to holiday giving.

Is the setting one of cheerful surroundings recently decorated or is it one which has withstood the rigors of the elements for months and perhaps years? It is unnecessary to state which creates the better impression—the appearance is a tribute (or otherwise) to the work of the window dresser.

Twice a Year Best—at Least, Once

It would appear that twice a year is none too often to paint the store front. The value of the window display is well recognized—the value of a clean, well-painted store front adds just that much to this important factor in successful store keeping. Most certainly every year, at the outside, should see the exterior freshened by a new coat of paint.

What then of the interior? The exterior attracts. Does the appearance of the interior of your store confirm favorable impressions gained on the street or does the outside work go for naught? Much of what has been said of the outside of the store could be repeated here. It is evident that neat displays in showcases, on counters, in wall cases or on shelving count for much but if the varnish is cracked, the paint peeling or the kalsomine soiled, much of their effectiveness is lost. This will apply to every department in the store, but to concentrate on paint is the object of this article.

Arranging the Paint Stock for Season

The arrangement of the paint department calls for a careful study of the stock, how the sales vary, and how each line as its best season approaches may come to the fore with its arguments. The sale of house paints for outside use is not a big feature in any paint movement now—this would apply to barn paints, bridge and roof paints, etc., which are used almost exclusively on outdoor jobs. These lines then could well go to the background for the present and pressure could be brought to

(Continued on page 60.)

A very neat interior store arrangement. It is in keeping with the merchant's preachings and sales are much more easily made when your store front and interior arrangement show that you believe in the arguments you advance in favor of the use of paint

Jamieson's

PURE PREPARED

Paints & Varnishes

He Will Come Back!

When a man buys a can of paint that gives him *efficient* and *economical* service he doesn't forget where he bought it. This is especially true in this period of high prices. Satisfaction of this kind will bring him back sooner or later for more.

That is an example of how *Jamieson's* pure prepared paints and varnishes increase sales.

Sell *Jamieson's* line exclusively. It is the best. Write for proposition.

R. C. JAMIESON & COMPANY, LIMITED

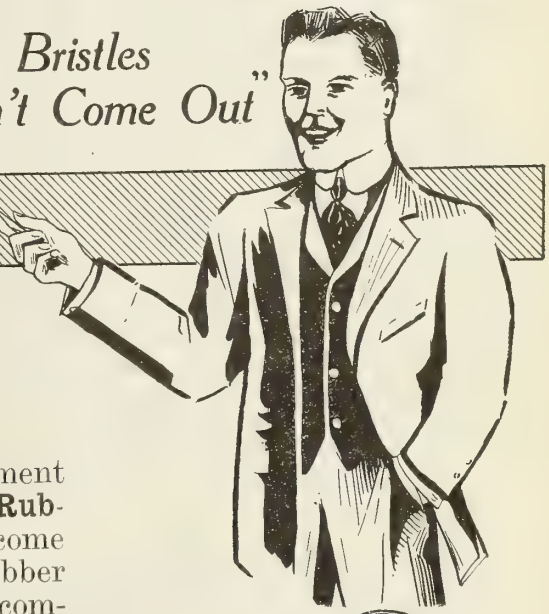
Owning and Operating P. D. DODS & CO., LIMITED

Vancouver Montreal Calgary

ESTABLISHED 1858

BOECKH'S STEEL (RUBBER SET) GRIP BRUSHES

"The Bristles Can't Come Out"



THERE'S a double-barrelled sales argument in that name—"Boeckh's **Steel Grip Rubber Set** Brushes." The "bristles **can't** come out," because they are first set in hard rubber and then bound tightly and firmly with compressed steel Ferrules.

Master Painters, as well as amateur painters, appreciate the "Painting satisfaction" that is assured by "Steel Grip-Rubber-Set."

BOECKH TRADE MARK Estab 1856 TORONTO

The Boeckh Bros. Company, Ltd.

TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 21.—The features of the week in paint markets here are very few, but a change in the dating for putty and white lead in oil is interesting. These orders were formerly accepted as for delivery up to December 1. Now they will be taken for delivery any time up to March 1, 1918, at present prices. The outlook for linseed oil is such as to cause some uneasiness, owing to the freezing up of the rivers and canals, and it is unlikely that many deliveries will be made. The Government embargo on flaxseed accentuates the crushers' troubles, and while there has been somewhat of an unsettled condition in the New York market, this will possibly settle down soon, as more definite reports from the large growing centres may be looked for.

Deliveries Of Flaxseed Continue To Be Factor

Montreal.

LINSEED OIL.—The firm tone of the market here will likely continue and, owing to the freezing up of canals and some of the lakes, there will be a tendency to higher levels. The crushers here are still complaining of the severity of transportation troubles, and with a Government embargo on flaxseed held at the head of the lakes and various railway centres, the situation does not promise well. Sales are being made on the basis of last week's prices, but there is no promise of these remaining where they are for any length of time. It may be said that there has been a tendency to lower prices for flaxseed in the United States centres, but this will be unlikely to make any change in Canadian prices owing to the car shortage, in addition to which it must be remembered that the severely cold weather prevents the transportation of seed.

Linseed Oil -	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.37-$1.41	$1.39½-$1.43
2 to 5 bbls.	1.36- 1.40	1.38½- 1.42

Turpentine Prices Maintained; Stocks Fair

Montreal.

TURPENTINE.—The trade in turpentine is quite light and the prices are firmly maintained. There has been some fluctuation in the United States market, but the price locally has not been altered owing to the embargoes, etc. It is to be noted that with the freight situation such a factor prices will not be affected as they would result should shipping be available for the export of United States supplies. There is a fair quantity of turpentine in England to-day, but not as much as will be needed if supplies cannot be sent forward in fair volume. Depending upon the deliveries of the next few weeks, turpentine will be watched with interest.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.72-$0.75
1 barrel lots	0.74- 0.75
Small quantities	- 0.83

New Dating Is Given On White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—In view of the fact that travellers seeking paint orders are asked from time to time for quantities of white lead in oil, the makers of paint have decided to take orders on the basis of March I next, delivery at present prices. Until now orders have been accepted for delivery up to December 1. The volume of business being received for this line will now increase. It is expected that the prices ruling to-day will hold firm, with a tendency toward higher levels.

Spring Bookings For Mixed Paint Are Good

Montreal.

MIXED PAINT.—Travellers representing the various manufacturers of mixed paints and other kindred lines are sending in a very satisfactory amount of business for shipment after the first of the year, and all agree that this is of good proportions. For immediate use the volume of orders is small and about what is expected at this time of the year.

Prices For Putty Firm And Unchanged

Montreal.

PUTTY.—Movement of putty continues fairly good, but the orders for large quantities are not in evidence to any extent. Much glazing is being done in the city, and the consequent result is that of a good sorting business from retailers. With a firm tone to the market we quote: Bulk in casks, $3.60 per 100 lbs.; bulk in drums of 25, 50 or 100 lbs., $4.45, and bladders in bbls., $3.75 per 100 lbs.

TORONTO

TORONTO, Nov. 29.—There has been considerable activity in the paint market during the week so far as price movements are concerned. Turpentine has moved upward, following the stronger undertone noted last week. Linseed oil was in firmer undertone as a result of conditions in the flaxseed market. There are heavy receipts of flaxseed in the West at the present, but Eastern crushers are finding it difficult to get seed delivered in the East owing to the transportation situation on the railways. Glass has been moved to higher levels and a firm tone is still maintained, which seems to indicate even higher prices in the near future. White lead in oil and putty are in firm market. There has been a good demand for glass and putty, but mixed paint trade is quiet. Manufacturers of paints are engaged on making goods for delivery next year. Booking business on paints is reported very satisfactory.

Linseed Oil In Firm Undertone

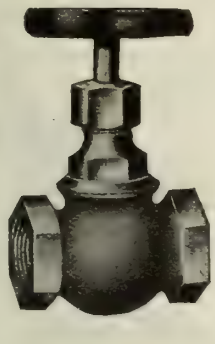
Toronto.

LINSEED OIL.—There was a firmer undertone in the makret for linseed oil during the week, although there was considerable shifting of prices in some quarters. Some of the jobbing houses reduced their prices 2c per gallon during the week, but in other quarters there was a movement toward higher levels on the part of the concerns making the low quotations last week, an increase in this quarter of 1c per gallon having been recorded. Some large dealers were not anxious to sell in single barrel lots, and accordingly raised their ideas on the price. As a result of this shifting in quotations from different sources the net result of the week has been an upward tendency of 1c per gallon on the low quotations of last week, making the range at the present from $1.39 to $1.50 per gallon for raw oil in single barrel lots. A cable despatch from the Argentine stated that owing to frost in that country the estimates of yield have been reduced. It was also stated that negotiations are under way on the part of the Allies to take all the exportable surplus of flaxseed from the Argentine. If this transaction materializes and the Allies get all the seed it will mean that higher prices will prevail for seed in the United States and Canada. This will affect the price of oil in an upward direction. On the other hand, if the Argentine seed comes into the United States market prices may have a lower tendency. A rather peculiar incident of the seed market during the week was the fact that, while November seed showed a

Established 1834

VALVES

BRASS or IRON BODY
Screwed or Flanged

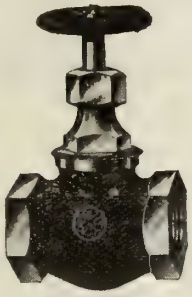


"STANDARD"

Tested for
125 Pounds
STEAM
WORKING PRESSURE

"McAVITY"

Fitted with
Genuine Jenkins Discs
Tested for 150 Pounds
STEAM
WORKING PRESSURE



"WORLD"

Fitted with
Double Taper Bronze Seats
Tested for 175 Pounds
STEAM
WORKING PRESSURE

"VICTOR"

Fitted with
"Victor" Copper Asbestos
Cored Discs
Tested for 200 and 300 Pounds
STEAM
WORKING PRESSURES

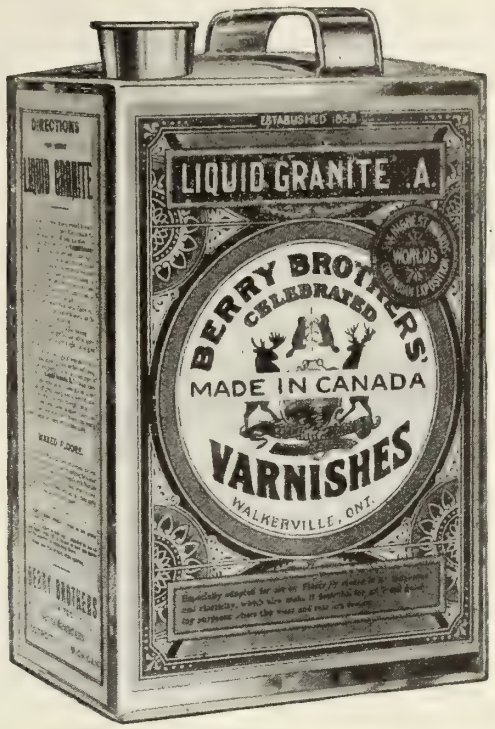
GLOBE, ANGLE, CHECK and GATE

T. McAVITY & SONS
LIMITED

Wholesale and Retail Hardware
Brass and Iron Founders

ST. JOHN, N. B.

MONTREAL, TORONTO, WINNIPEG, VANCOUVER
LONDON, England; DURBAN, South Africa



THE great demand for Berry Brothers' Varnishes and Enamels grows greater as consumers realize their economy. They not only produce the most beautiful interiors, but their lasting quality offsets the high cost of labor.

Most buyers realize that labor is the chief item of expense in finishing operations. Those who do not, will thank you for reminding them, as it costs no more to apply "Berry" Finishes that last for many years than the kind that wears out the first year. The difference in the price per gallon is nominal.

Liquid Granite Floor Varnish, Luxeberry Enamels (White, Ivory and three shades of Gray), Luxeberry Wood Finish and Luxeberry Wall Finishes are a few among the many "Berry" products it pays to push because they make permanent customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

Walkerville, Ont.

(635)

If interested, tear out this page and keep with letters to be answered.

sagging tendency. December and May seed showed an upward inclination. There were heavy deliveries of seed in Winnipeg during the week, no less than 356 cars having passed inspection during the six days. Stocks of seed in the East are light and transportation has not shown any improvement during the week. This is an element that is making for firmness.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.39-$1.50	$1.41½-$1.53
3 to 5 bbls.	1.39- 1.49	1.41½- 1.52
6 to 9 bbls.	1.38- 1.48	1.40½- 1.51

Turpentine Shifts To Higher Levels

Toronto.

TURPENTINE.—There was a shifting to higher levels in turpentine during the week when prices were increased from 1½c to 2c per gallon. This upward turn follows as a result of the firm condition that has prevailed in the primary market during the past week. The advance in the primary market of 2c per gallon, as noted last week, has been maintained throughout the week, and this has been the underlying factor in causing higher prices in the local market. Demand for turpentine is light at present. Quotations range from 74c per gallon to 77c per gallon.

	Imp. gal.
1 barrel	$0.74-$0.77
2 to 4 barrels	0.73- 0.76
5 gallon lots	0.81- 0.84

Glass Makes Advance Of Approximately 10%

Toronto.

GLASS, PUTTY.—Following the firmness indicated within recent weeks in these columns an advance in glass has been made effective during the week to the extent of approximately 10 per cent. Discounts have now been changed on single and double diamond glass to 40 and 10 per cent. off list prices on box glass, the former discount being 50 per cent. off list. Cut lights are now quoted at 33 1/3 per cent. off list, as compared with 40 per cent. formerly. The market is still one of firmness, with intimations made in certain quarters that prices are likely to be still higher. There is an intimation from the United States that the manufacture of glass may be prohibited for a period as a means of conserving the supplies of coal and coke for other purposes. If the manufacture is shut off it will mean that glass will be a very scarce article and prices are pretty sure to go higher. There is a firm situation in putty owing to the scarcity of whiting and the continued high price of linseed oil. There has been a good demand for putty within recent weeks, the demand going hand-in-hand with a good demand for glass.

White Lead In Oil In Firmer Undertone

Toronto.

WHITE LEAD IN OIL.—There is a firmer undertone to the market for white lead in oil. While pig lead has not shown any material advance since the turn in the market, it is holding steadily firm around $6.37½ per hundred in the primary market at New York. Some closely in touch with the situation express the opinion that they would not be surprised to see the present condition work out toward higher prices eventually. In the local market, however, there was no change in price and quotations were made on the basis of $16.20 per hundred pounds in ton lots and $16.55 in less than ton lots. Demand is light through the jobbing trade, but paint manufacturers are using considerable quantities in the manufacture of their next season's supply of paint.

Booking Of Mixed Paints Continues Good

Toronto.

MIXED PAINTS.—There is a continued good tone to the market for mixed paints in that booking business is quite satisfactory and up to expectations for this period of the year. As a result paint manufacturers are now busy on their goods for delivery next year. Sorting business is of a very limited nature. The main interest at the present time for the manufacturers lies in a comparison of booking orders week by week with the corresponding periods last year. There is anticipation in some quarters that next year will be a good building year. If this comes about there should be a good season for paints as well.

HOW TO SAVE COAL

(Continued from page 46.)

a fresh fire. Air for combustion should be drawn through the burning bed of coal and, as a general rule, all checking of draught should be accomplished by closing the ashpit damper and opening the check damper in the smoke pipe. The check damper should never be opened until the ashpit damper is closed. The shutoff damper in the smoke pipe may be closed partially in case of an unusually strong draught or to check the fire in mild weather, but, as a rule, this damper should be touched very seldom. Never check by leaving the firing door open.

Before feeding a furnace see that the shutoff damper in the pipe is open and close the check damper. This prevents the escape of dust through the feed door into the cellar.

Keep the ashpit empty. Ashes banked up under the grate prevent necessary air circulation, hinder combustion and tend to warp the grate bars. Remove ashes at least once daily, and be sure to sift all ashes to recover the good coal that has dropped through the grate.

Serious fuel wastes result from allowing soot or ashes to be deposited on the interior heating surfaces. This prevents utilization of the heat in the smoke and gases. Clean flues frequently; with soft coal every other day is none too often to give the furnace a brushing down. One-eighth inch of ashes and soot on boiler surfaces retards heat transfer 25 per cent.

PRACTISING THE DOCTRINE YOU PREACH

(Continued from page 56.)

bear on goods saleable for inside use. These constitute varnishes, wall paints, inside house paints, floor paints, furniture paints, kalsomines, etc. Is it right that these should be overlooked now because Christmas is coming and toys are in vogue? By no means; these paints brighten the home, cheer up the interiors, and add that comfortable tone so desirable during the holiday season and throughout the long winter months following.

What helps then in the sale of paint? A newspaper advertisement? An attractive window display? A neat arrangement of stock? Yes, all of these, but backing them all there must be evidence that the merchant believes personally in the use of these paints. This point can be made clear without any talking whatever—it is only necessary to use the paint on your store front and your store interior. Its frequent use will speak as no amount of talking could. Are you practising the doctrines you preach in regard to the use of paint?

STADCO SEE-SAFE WINDSHIELD WIPER

(Continued from page 45.)

It consists simply of a piece of heavy wire bent into the form shown in the cut, on the wiping arm of which is placed a rubber tube, and on the projection of the hand-hold inside the car is a rubber roller which presses against the glass and holds the wiper tightly on the windshield.

It is claimed that a distinctive feature is that it can either sweep straight across the windshield and clean the entire shield or can be pivoted in one spot if desired.

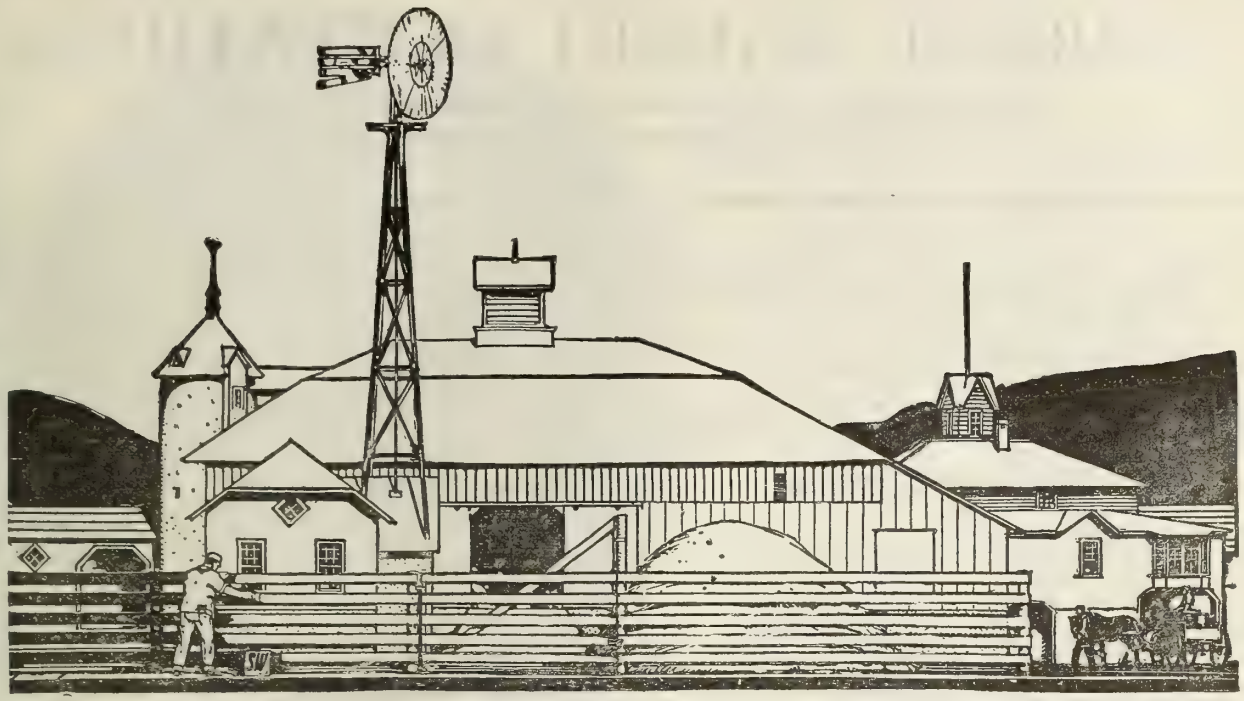
They are packed in a neat counter display box holding 12 wipers.

PITTSBURG MARKETS

(Continued from page 55.)

more general, and regular customers of mills now find little difficulty in placing orders at the set prices against necessary requirements. While the mills in most cases are well sold up, the majority of them can furnish some additional steel to regular customers. The professional buyer or shopper still has his difficulties and is frequently forced to go to jobbers. The jobbers have been coming down to the set margins prescribed by the Institute, as detailed in last report, but a few have not yet completed the readjustment. In occasional instances warehouses operated by producers have quoted a few commodities, including bars, at less than the prescribed margin, but this practice seems to be exceptional.

Some nut and bolt makers have revised certain contracts to the set prices, having found that the contracts in question were not producing specifications, and specifications were needed. The average nut and bolt maker, however, claims he is sold up solidly for several weeks.



The Farmer Needs This Paint

When your customers, from the farm, want paint, they want paint that will combat the attacks of weather to which farm buildings are subjected.

Bear this in mind when selling paint to the farmer.

SHERWIN-WILLIAMS

Commonwealth

Barn Red

is the one point that will give the proper protection to barns, roofs, fences, corn cribs and outbuildings.

Commonwealth Barn Red combines everything necessary in a paint for farm use.

Be sure you are fully stocked for the coming demand.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.
Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 57½%. London, 60%.
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb. .. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb. $3.00
B x 50 lb. 3.60
A x 75 lb. 4.75
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 48
Rods, base ½ to 1 in. round.. 40-43
Tubing, seamless base........ 0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in..... 0 55
Copper, iron pipe size, base ¾ in. up to 3 in.......... 0 60
F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz......... $5 50
3 sections, 5 ft., doz........ 7 00
3 sections, 6 ft., doz......... 8 50
F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy........ $17 00
30-gal. Standard 13 00
F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.
No. 1—18 in. x 24 in........ $ 7 35
No. 2—18 in. x 28 in........ 8 10
No. 3—20 in. x 30 in........ 8 85

Ironing Boards

Sixe 12 x 60 ins., doz....... $ 9 00
Size 13 x 66 in............. 10 00
Folding, 14 x 58 ins., doz... 18 25
With sleeveboard attachment 22 00
Folding sleeveboards per doz. 4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ......Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS

Wrought Steel:—
No. 840 .... 5%
No. 800 .... 2½%
No. 838 .... 5%
No. 808 .... 5%
No. 804 .... 15%
Nos. 802, 842, 844........ 5%
Nos. 810 and 814........ net list
No. 830 .... 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths..$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. length.. 5 20
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths.. 4 75
19—6-strand, 50 ft. lengths.. 5 00
F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in.....$55 00 $48 00
Plain sheets, base 16 oz. and heavier... 56 00 48 00
Copper sheet, tinned, 14x60 in., 14 oz... 60 00 .....
Copper sheet, planished, base 16 oz. and heavier...... 64 00 49 00
Braziers' in. sheets, 6x4 base 55 00 48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 58½-60½
No. 7, lb. 57½-59¼
Nos. 8, 9, 10, 12........57 -58¾
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets.$11 75 $ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base $28 00
IX, 20x28 base 32 00
IXX, 20x28 base 36 00
IXXX, 20x28 base 40 00
F.O.B. Toronto
Raven and Murex Grades –
IC, 20x28 base, 112 sheets..$36 00
IX, 20x28 base, 112 sheets.. 39 00
IXX, 20x28 base, 56 sheets.. 20 00
IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ....
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
14x20 IC, base $16 50
20x28 IC, double box........ 33 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal
IC, 14x20 base $18 00
IX, 14x20 base........ 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben ....$2.40-$2 65
Good Morning, each 1 15
Lookout 1 45-1 50
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %
Great Western, Amer........ 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P.H. and Imperial........ 50
Disston Brand 40
Globe 50
Nicholson 37½
Black Diamond 37½
Delta Files 37½
F.O.B. Toronto, Montreal, London,
Bessemer Steel— $16 50
and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

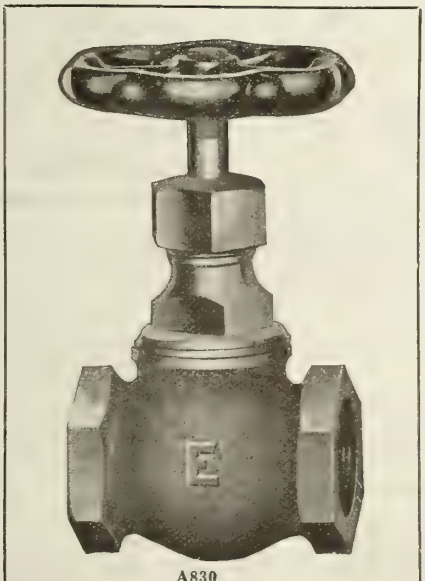
Montreal Hamilton TORONTO Winnipeg Vancouver

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	28.00-......

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

RAMSAY'S PAINTS

The Right Paint to Paint Right

NOW IS THE TIME TO PLACE YOUR ORDERS FOR THE RAMSAY LINES. THE QUICK TURNOVER AND PROFITS FROM THE RAMSAY FINISHES WILL MAKE YOU WISH YOU HAD BOUGHT MORE

VICTORY BONDS

A. Ramsay & Son Company, Montreal

TORONTO Established 1842 VANCOUVER

Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green		0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil bbls.	0 13½	0 12½
Fuel oil tank cars	0 12	0 11

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Amber Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt per cwt.	3 30
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only		10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet.	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 1[illegible]
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅝ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, 1½ in.	57 -59
5-32 in.	53¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Dron lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 25
U.S. 28	9 95
U.S. 26	9 65
22 and 24	9 50
8 and 20	9 35
14 and 16	9 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 9 15
16 gauge	12 05	9 25
18-20 gauge	10 30	9 40
22-24 gauge	10 45	9 55
26 gauge		9 70
28 gauge		10 00
10¾ ozs.	11 05	10 30

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.			13 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

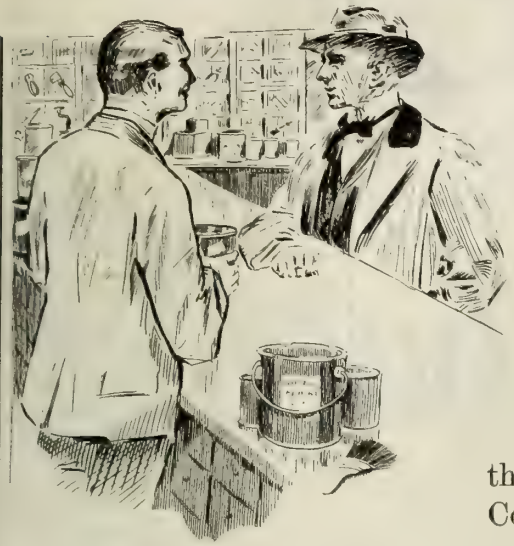
Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

"There's this advantage in painting in the Fall"



Moore's House Colors Give Good Results In any Season.

"The cooler weather means slower drying, and slower drying means a more durable finish."

Here's a strong and reasonable argument with which to combat the prevalent idea that Spring is the only time to get good results from Moore's House Colors. Then, too, the absence of flies and dust is a factor that makes for a more satisfactory job. Moore's House Colors are made from the very best and most lasting pigments combined with Pure Linseed Oil, and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling.

WRITE FOR AGENCY PROPOSITION.

Benjamin Moore & Company, Limited, West Toronto

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

Build Beaver Board Business
And It Will Build Business For You

Selling paint sells brushes. Selling safety razors brings orders for blades. Every hammer calls for nails.

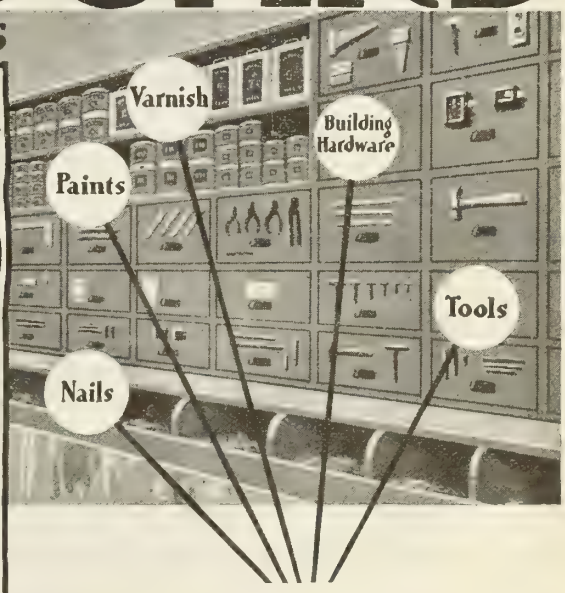
Just so with Beaver Board. Every time you sell an order of this sturdy wall and ceiling board you'll have a call for paints, varnishes, nails, screws, and other building hardware.

Beaver Board sales are invariably followed by sales of other products you carry. They foretell building or repairing activities that mean much good business for you.

Why not get this Beaver Board business as well as the business that follows? Other merchants in neighboring towns are doing it. They'll tell you that Beaver Board story.

Let us send you their names.

THE BEAVER COMPANY, Limited
422 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.



Made in Canada

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

—Per Dozen—

	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in	$ 6 90	15 in	$12 50
10 in	7 70	18 in	16 00
12 in	9 10		

Prices net list.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ¼c discount from above: 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56

4-ply wrapping, lb..........48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots. net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5.50-$6.00
No. 9 pl. galv.	4.70- 5.60
No. 12 pl. galv.	4.85- 5.90
No. 13 pl. galv.	4.50- 6.85
No. 9 coil sp.	5.00- 5.85
No. 12 coil sp.	6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75

Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%

Brass wire, 3 to 24 gauge, add.40%

25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00

In 50-ft. rolls 3 05

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

A Reminder on Boiled Linseed Oils

YOU CAN DISTINGUISH

Livingston Brand

"FIRE BOILED" AND "STEAM BOILED"

IN TWO WAYS

The STENCIL and the PREMIUM

Our "FIRE BOILED" Oil is known from Coast to Coast as "BADEN OIL" and for over fifty years has been the standard by test.

THE OUTWARD MARK OR STENCIL OF FIRE BOILED

THE OUTWARD MARK OR STENCIL OF STEAM BOILED

"STEAM BOILED" is the modern method designed to effect speed in manufacture.

The premium on Baden Boiled Oil over Raw is three cents.
The premium on Steam Boiled Oil over Raw is one cent.

REMEMBER THE DIFFERENCE.

The Dominion Linseed Oil Company, Limited

BADEN TORONTO MONTREAL

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8 —100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 15%; retail hardware 20% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls. ..
250-lb. kegs ..
100-lb. drums ....
50-lb. drums ....
25-lb. drums ....
1-lb. 100s, papers....
½-lb. 200s, papers...

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 70	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.

Pure Orange, gal., $3.75-$4.25.

Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons	$2.25
In barrels	- 1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

"THE VARNISH THAT LASTS LONGEST"

DOUGALL

TRANSPARENT FLOOR VARNISH

Wears Like Iron and Gives a Beautiful Finish

There is a lot of floor varnish business to be obtained through a little salesmanship on your part—why not go after it and at the same time sell your customer the best procurable—Dougall's.

Write for our handsome booklet—"The House that Found Itself"

You'll Enjoy Reading It

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

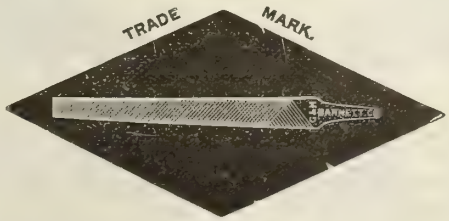
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, [illegible] lb.; 10-lb. jugs, $2.15 each; 24-[illegible] bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 80	$11 80
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 spec.	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 95	10 95
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 00
12 gauge	11 00
14 gauge	11 00
16 gauge	11 00
18-20 gauge	10 05
22-24 gauge	10 10
26 gauge	10 15
28 gauge	10 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

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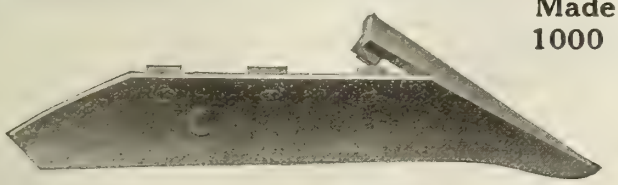

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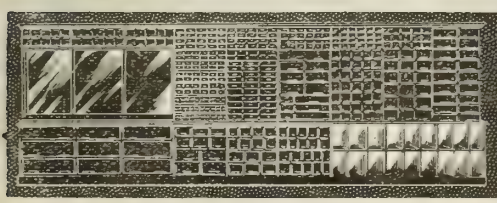

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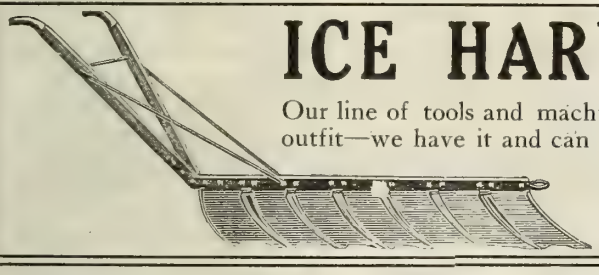

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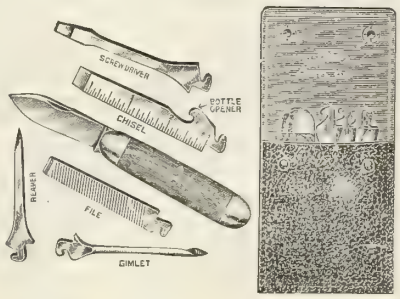

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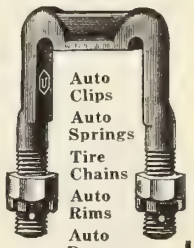

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for DECEMBER

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Snipers and Sniping—*by a Sniper*

A SNIPER is back in Canada—a star sniper, who has 34 marks on his rifle, every mark meaning a German life. Most of us know absolutely nothing of the work of the sniper, but the story—a remarkable one—is told in the Christmas (December) MACLEAN'S by the champion sniper of the Canadian Expeditionary Forces. This man was buried by a shell-explosion, was dug out by two comrades, and has lived to tell his wonderful story, in MACLEAN'S. It's worth 15c to get this story alone.

"Politics From Within"

—Leacock, of Course

TRUST Leacock to see a chance for his witty and humorous pen. He deals with the humorous phases of electioneering in Canada in his usual vein.

Why Laurier sent Troops to South Africa

THIS contribution, by Col. John Bayne Maclean, goes backward many years—to the time of the South African War in 1899-1900. That was when Canada first took up arms for the Empire. Politics, of a high order, was back of the decision to send Canadian troops to the Antipodes. It is "inside" history.

Oppenheim—Allenson—McBeth—Mumford

A LONG instalment of **Oppenheim's** absorbing story, The Pawns Count, is given in the December MACLEAN'S. A short story, by A. C. Allenson is seasonable. Madge Macbeth contributes a complete novelette, The Man Who Wasn't. And Ethel Watts Mumford, teller of delightful tales, delicately told, gives us the first of a series of short stories—Love and the Locksmith.

The Usual Popular Departments

THE Business Outlook. The Nation's Business, Women and Their Work, and the Review of Reviews—all are present in strong way in the December MACLEAN'S.

At All News-Stands 15c.

Gadsby's Story of the Union Government

GADSBY is saturated with Ottawa knowledge—much of it of the inside variety. He pokes about, talks with big men; and big men, and lesser ones, talk with Gadsby. Useful sort of man, is Gadsby. What he hears and learns he writes about for MACLEAN'S; and in this story of his about the new Union Government, he reveals the undercurrents on the movement that developed into negotiations, and which finally resulted in a Union Government. Gadsby adds interesting biographical information to his brilliant study.

Robt. W. Service is back again

BACK in MACLEAN'S, that is—in body, he is still in Flanders—where the fighting grows uglier all the time. Service has taken time to write verse for MACLEAN'S. You know well the virility of his style, and the gripping, human character of his verse. It is about life and men in the trenches he writes—about our boys far from us. It is worth something to see our boys as Service sees them. Read "The Shape at the Wheel" in the December MACLEAN'S.

Arthur Stringer writes a Beautiful Christmas Poem

STRINGER is a wonderful man—wonderfully versatile, wonderfully human. He is a master of the short-story and of the detective and mystery type of story; and he can climb the heights of literary endeavor, as he has in this passing sweet poem—Christmas Bells in War-time. Your heart is tender these times of horrible slaughter and of heroic achievement, and you'll be grateful to Stringer for putting beautifully your innermost thoughts and feelings.

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Pedlar People, Ltd., Oshawa, Ont.

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Canada Metal Co., Ltd., Toronto

Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Geo. W. Reed, Montreal.

Galvanized Fencing Staples
Western Wire & Nail Co., London

Galvanized Fence Hooks
Western Wire & Nail Co., London

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

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Galvanized Steel Tanks
Pedlar People Limited, Oshawa

Galvanized Steel Sheets
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A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Toronto Lock Mfg. Co., Toronto

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Eureka Planter Co., Woodstock,

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J. Samuels, Toronto
Soren Bros., Toronto

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The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Geo. W. Reed, Montreal.

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McGregor-Banwell Fence Co., Ltd., Walkerville

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville

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Prairie City Oil Co., Winnipeg

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Stanley Rule & Level Co., New Britain, Conn.

Gasoline Lights
Powerlight Co., Winnipeg

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Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Northern Electric Co., Montreal

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Cameron & Campbell, Toronto

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G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto

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Toronto Plate Glass Imp. Co., Toronto

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Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto

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Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto

Glass Ware
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Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Plate
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

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Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Gloves, Rubber
Northern Electric Co., Montreal

Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal

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Volpeek Mfg. Co.

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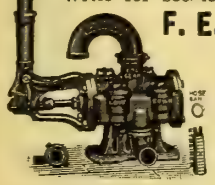

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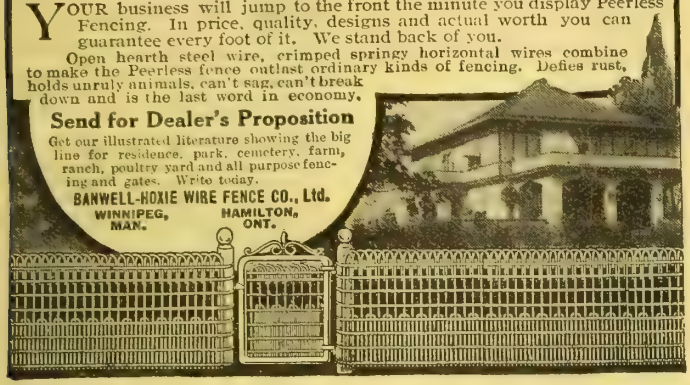

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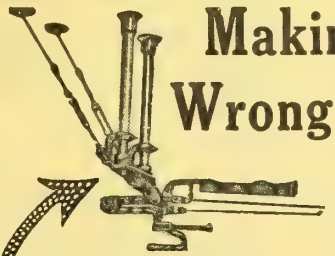

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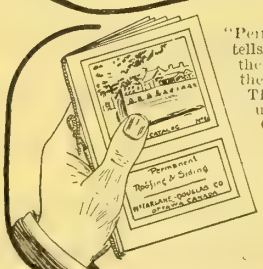

"Permanent Roofing and Siding" is a book that tells you all about "Crown" Metal Shingles—how they're made—what they're made of—how to lay them—why they wear so well—why they make THE PERFECT ROOF. It also gives some useful information on "Crown" Sidings and Corrugated Iron.

This helpful book is yours for the asking. Will you write for it to-day?

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If interested, tear out this page and keep with letters to be answered.

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Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters
Canadian General Electric Co., Ltd., Toronto.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto

Monel Metal
International Nickle Co., New York

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Canadian General Electric Co., Ltd., Toronto.

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canadian General Electric Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

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Canadian Tube & Iron Co., Ltd., Montreal
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Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Gananoque

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts
C. Kloepfer, Ltd., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

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Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

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A. Ramsay & Son Co., Montreal

Oils
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
A. Ramsay & Son Co., Montreal

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Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

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Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

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Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
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J. E. Beauchamp & Co., Montreal

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Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

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Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
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Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

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Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
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G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
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Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

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Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

Paint, Galvanized Iron, Metal
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal

To Our Readers,

EVERYWHERE IN CANADA

The buying of Victory Bonds is a very different matter from parting with your money, even for a splendid patriotic purpose.

You are not subscribing, or donating, or paying out money in any form. You are merely saving your own money, investing it in the very safest way, at the highest rate of interest ever paid in our lifetime in this country for such a high grade security. Never has a better opportunity for investment been offered in Canada for wage-earner, salaried man, or the man in business for himself, than Victory Bonds.

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John Bayne Maclean

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The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

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B. Greening Wire Co., Ltd., Hamilton

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Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

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Canada Metal Co., Ltd., Toronto

Phosphor Copper
Canada Metal Co., Ltd., Toronto

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Steel Co. of Canada, Ltd., Hamilton

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Steel Co. of Canada, Ltd., Hamilton

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Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

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Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

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Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

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Powerlight Co., Winnipeg

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National Machinery & Supply Co., Hamilton

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Trimont Mfg. Co., Roxbury (Boston), Mass.

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Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield,

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield,
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

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Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
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Bridgeport Hardware Co., Bridgeport, Conn.

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Goodell-Pratt Co., Greenfield, Mass.

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Northern Electric Co., Montreal

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Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

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Toronto Lock Co., Toronto.

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A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

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Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
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Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
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Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., London and Toronto.
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F. E. Myer & Bro., Ashland, O.

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Can. Allis-Chalmers, Ltd.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.

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Benjamin Moore & Co., Ltd., Toronto.
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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Empire Mfg. Co., London and Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Radiators
Empire Mfg. Co., London and Toronto.

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G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Soren Bros., Toronto.

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
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Pedlar People, Ltd., Oshawa, Ont.
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Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

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A Germantown of quality that gets big business

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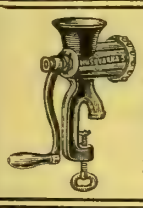

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Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

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Unity Bldg., Montreal

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K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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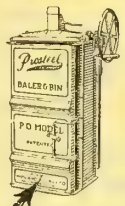
Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Peerless PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

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The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

We are the most up-to-date sign and show-card firm in Canada.

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STEVENSON BUILDING, TORONTO

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

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Winnipeg, Canada

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SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

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Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

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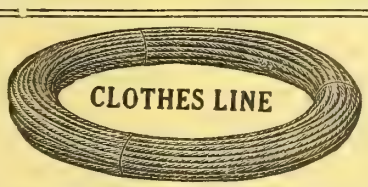

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Smoothest and most pliable made.

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Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
Northern Electric Co., Montreal

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Sinks
Empire Mfg. Co., London and Toronto.

Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.

Spark Coils
Canadian Carbon Co., Ltd., Hamilton

Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
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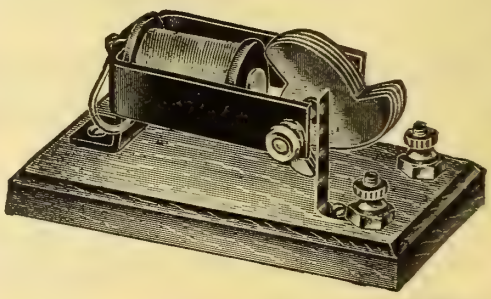

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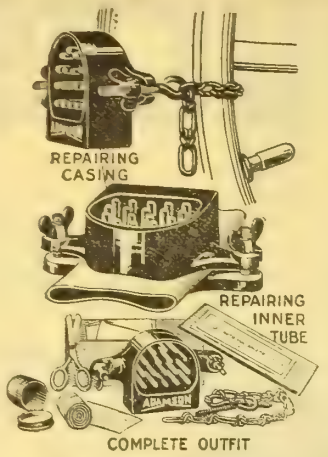

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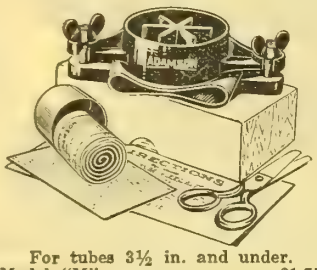

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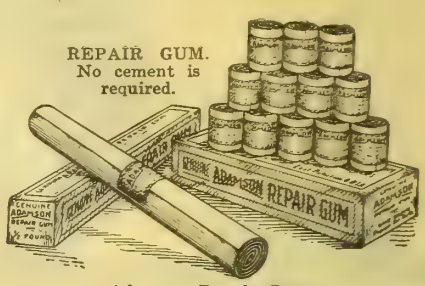


Adamson Repair Gum.

Christmas in 4 Weeks

Only 4 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger—no worry about fire.

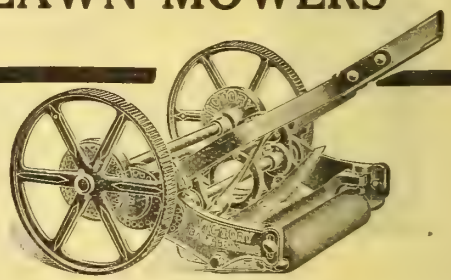
The cost is small, your profits big.

If there is no electricity in the home **a battery can be used** with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

If interested, tear out this page and keep with letters to be answered.

"Canadian Beauty" Electric Appliances are approved by the Hydro-Electric Power Commission

Manufacturers in Truth

CANADIAN BEAUTY
ELECTRIC HEATING APPLIANCES

Some dealers, who are not as familiar with our facilities as we would like them to be, ask us how we can guarantee *our Electric Irons*.

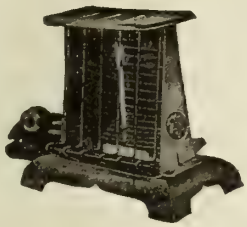
The answer is, *we make them*.

We are manufacturers, in truth; *not merely assemblers* of parts.

We start with the pig iron, and sheet steel, and mica as it comes from the mines—and turn out the finished Irons, Grills, Toaster Stoves, Air Heaters, Percolators, Foot Warmers, etc., right here in our own plant.

So you see, we know just what our Appliances will do, and the service they will give.

Some of Our Christmas Assortment of "Best Sellers"



and we have them ready for immediate delivery.

Our new Catalogue and folder of new appliances give full descriptions of all our appliances and prices to the trade. Write for it.

Renfrew Electric Manufacturing Co. Limited

RENFREW, ONTARIO, - - - CANADA

If interested, tear out this page and keep with letters to be answered.

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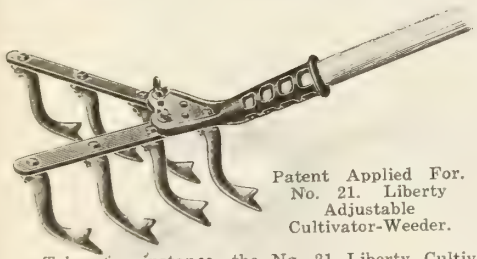
Every Amateur as well as Every Professional Gardener



Patent Applied For. No. 21. Liberty Adjustable Cultivator-Weeder.

will quickly recognize the labor-saving features of Gilson Garden Tools.

Take, for instance, the No. 21 Liberty Cultivator-Weeder, an implement of double efficiency, which cuts weeds and cultivates at the same time. It is adjustable, with a minimum width of 4 inches and a maximum of 10. The middle tooth can be quickly removed to allow of working on both sides of a row at once. Fitted with 5-ft. polished ash handle, shipped 6 to a crate, weight 24 lbs.

Our 5 and 7-point Scratch Weeders, with 6-inch and 14-inch handles, are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning and will not clog in moist earth.

Every Gilson Garden Tool embodies some special feature, and for that reason sells more readily than the ordinary tool.

Ask your jobber. If he cannot tell you, write us direct for information on all our lines.

Patent Applied For. 5 Pt. Scratch Weeder. 6-in. handle.

J. E. GILSON CO.

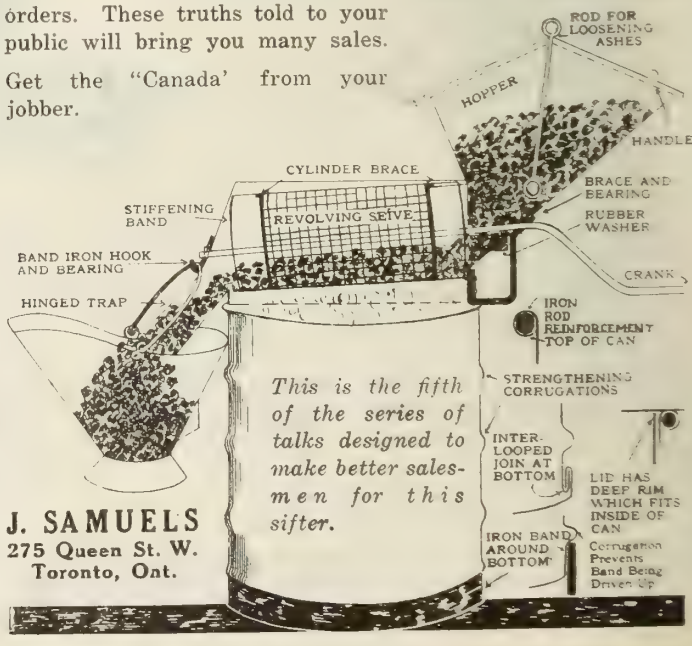
Port Washington, - - Wisconsin, U. S. A.

SAMUELS' "CANADA" Dustless ASH SIFTER

Tell Them the Truth Only

Give your public a few plain truths about Samuel's "Canada" Dustless Ash Sifter in your advertisement in the local paper. You will not require to tell anything but the truth—it's the truth about the "Canada" that is keeping us busy filling orders. These truths told to your public will bring you many sales.

Get the "Canada' from your jobber.



This is the fifth of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

Wanted

SITUATIONS VACANT

WANTED — EXPERIENCED HARDWARE clerk for live business in large Saskatchewan town; must be a hustler; permanent position for right man. Apply Box 502, Hardware and Metal, Toronto, or Winnipeg preferred.

WANTED — CLERK WITH ABOUT TEN years' experience, for country retail hardware store; must be a salesman. Box 173, Lougheed, Alta.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in South Ontario; been established 40 years and a money maker; stock, $9,000, but can be reduced. Owner retiring; move quick if you want a good business. Apply, Box 505 Hardware & Metal.

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

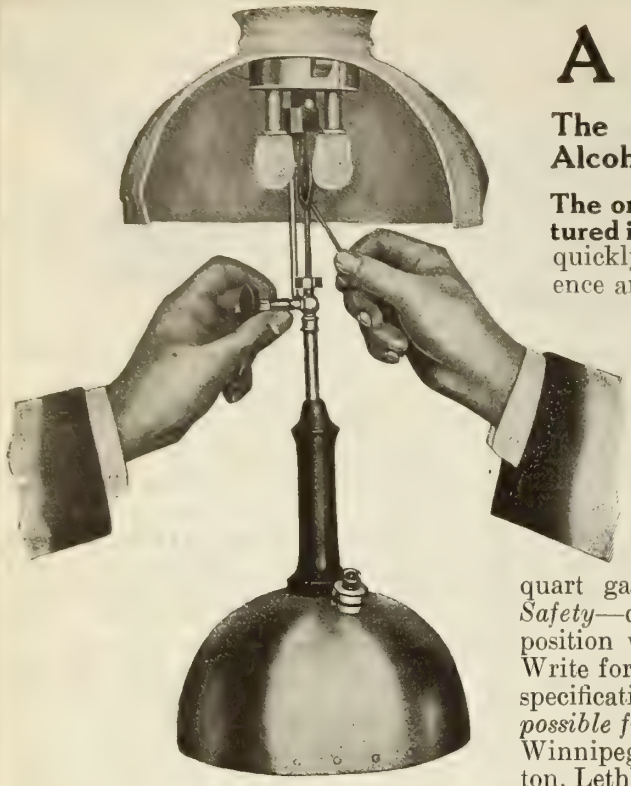
IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Trade Papers are Pioneers of Business Expansion

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

The only Gasoline Lamp manufactured in Canada. This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power. *Safety*—can be held in upside down position without fear or danger.

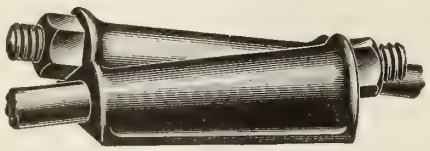
Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton, Lethbridge or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches **Washers**

Otterville Mfg. Co., Limited

Otterville, Ontario

We are now carrying a well assorted stock of

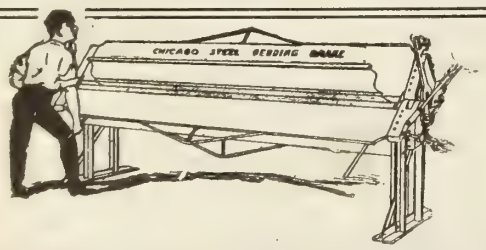
ALUMINIUM SHEETS

in our Toronto Warehouse. Send us your enquiries.

The British Aluminium Co., Ltd.

of London, England

60 Front St. West - - TORONTO



CHICAGO STEEL BENDING BRAKES

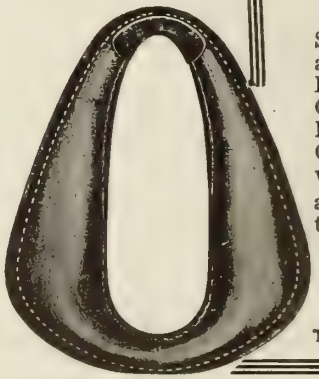
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited

Toronto Whitby Winnipeg

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

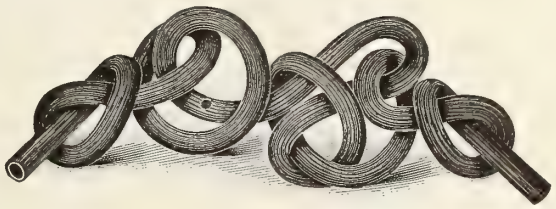
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

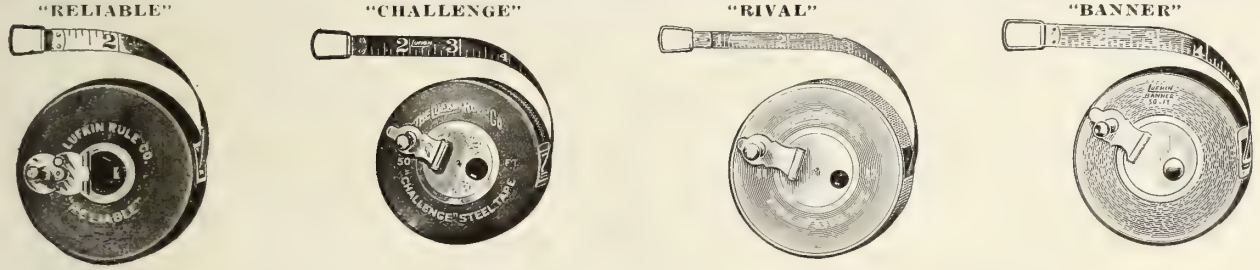


The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver



Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all jobbers.

TINKER TOM'S TALKS.

Talk Number One Hundred and Twenty-Six

There's plenty of coal plenty of steel plenty of everything. But what good does it do if it can't connect? Better buy your galvanized sheets for the next six months' need right now. Remember our last tip? Say "PREMIER" to your jobber.

TINKER TOM.

Look for Talk No. 127 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

"I prefer prevention"

"Accident insurance is a good thing, of course. I always carry it. But what about my wife and children? All the money in the mint wouldn't pay for my injuries to them, and they seem to think the same way about me.

"It's prevention for mine—it's better than regrets. The only safe thing to do when slippery roads are in prospect is to prevent accidents, and the one best way to do it is to equip with Dreadnaught Chains. There may be other good chains, but none could be better than the Dreadnaught, and price is always a consideration."

We make the definite claim that no chain at any price is better than the Dreadnaught, and that no other chain at the Dreadnaught price is as good.

The cross chains are case hardened; hard as diamonds on the surface, tough as copper at the core.

Links are electrically welded, making a smooth joint.

This saves tires.

The long lever rim chain fastener is a Dreadnaught feature exclusively.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO

HARDWARE AND METAL

Vol. XXIX No. 49 | PUBLISHED EVERY SATURDAY SINCE 1888 | December 8 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

THE QUALITY NEVER CHANGES

PIONEERS of PURE PAINT

And Still First in the Estimation of Paint Users

ECONOMY

"The Nation's Watchword"

The nation's watchword can be made especially effective by the CONSERVATION OF WHAT WE HAVE.

One of the country's greatest assets is its property holdings in the form of homes, factories, schools, churches and all classes of buildings. The use of expensive materials has been necessary in their erection.

It is therefore essential from the standpoint of TRUE ECONOMY and conservation that these buildings should be GUARDED AND PRESERVED against the disintegrating effects of time and weather BY PROTECTING COATS OF GOOD PAINT.

In these times of higher prices, property owners are more keenly interested in procuring the FULLEST MEASURE OF VALUE when making necessary paint purchases.

MARTIN-SENOUR
PAINTS AND VARNISHES

Universally recognized as the HIGHEST QUALITY LINES, although sold at no higher prices than inferior brands, provide the property owner with this FULLEST MEASURE OF VALUE.

This value is fully assured by an ABSOLUTE GUARANTEE of satisfaction, which protects both the dealer and user of 100% PURE PAINT or any other Martin-Senour product.

This story of MARTIN-SENOUR QUALITY AND SERVICE is truthfully and widely made known through the most largely circulated publicity mediums and the strongest local and national advertising ever used by any paint manufacturer in Canada.

In fact NOTHING IS LEFT UNDONE to make selling and using Martin-Senour products a pleasure and satisfaction. And that is just why THEY ARE THE EASIEST AND MOST PROFITABLE TO SELL.

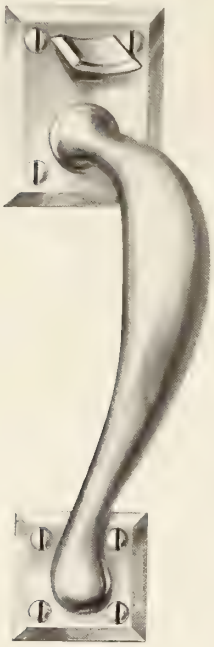
Better become one of our satisfied, successful, exclusive dealer agents NOW.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

No. 1520

No. 1620

No. 1920



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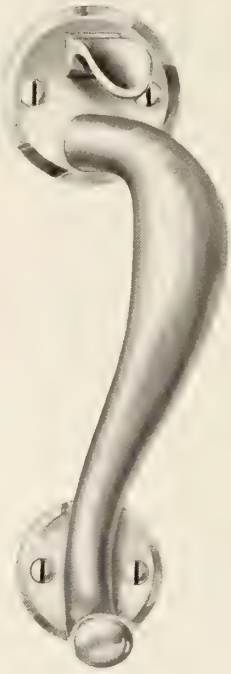

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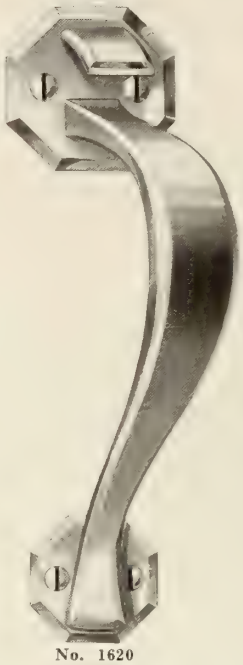


No. 1620

TO-LO-CO

Store Door Handles

Sectional Type

THIS trio of sectional trims is representative of the range of door handles of the sectional type manufactured under the "To-Lo-Co." brand, handsome trims, with artistic lines and superb finish suitable for and used extensively on Stores, Public Buildings and Residences.

THIS style of handle can be used on any lock in which the latch bolt is arranged for operation by a thumb-piece.

ON the outside the trim consists of three plates—one surrounding the cylinder, the other two serving to support the grip or handle.

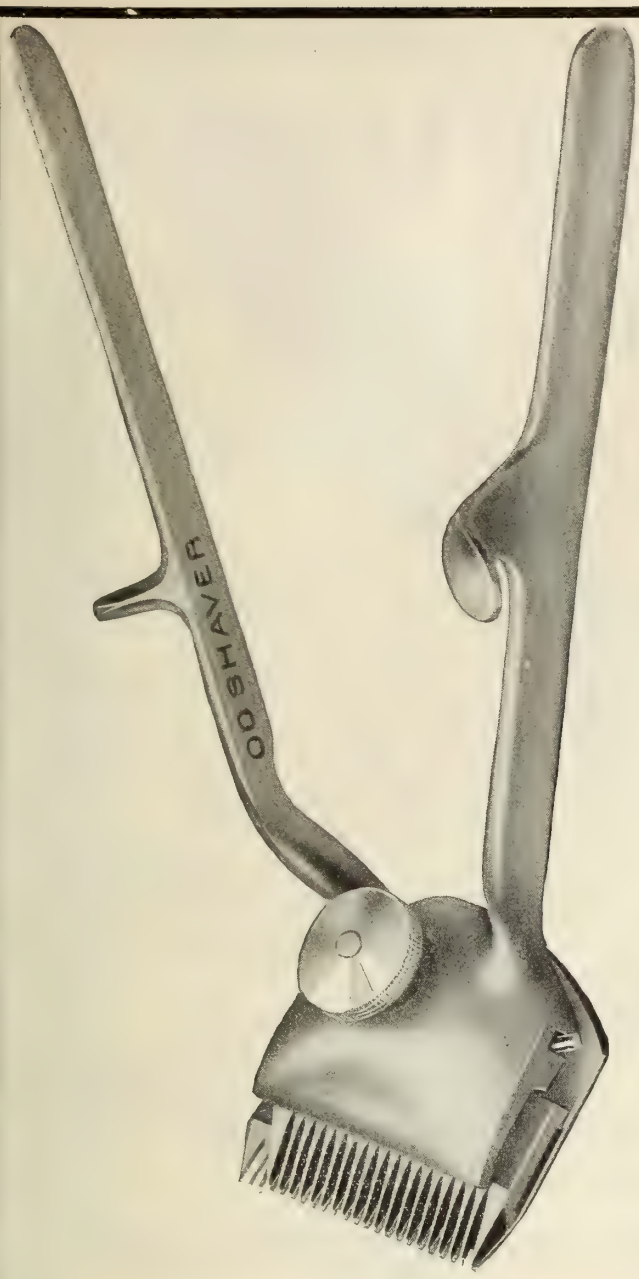
THE inside is trimmed with a knob and rose to operate the latch bolt, and a thumb knob to operate the dead bolt.

Immediate delivery from large stock. If you desire Spring delivery send specifications at once. Write now and secure your copy of new "TO-LO-CO" Catalog which will be ready for distribution by January First. It covers the complete range of hardware which we manufacture, including: Rixson Door Checks, Checking Floor Hinges, Builders', Cabinet, Refrigerator and Structural Hardware.

TORONTO LOCK MFG. COMPANY

Factories: **PATTERSON PLACE**

Toronto, Canada



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

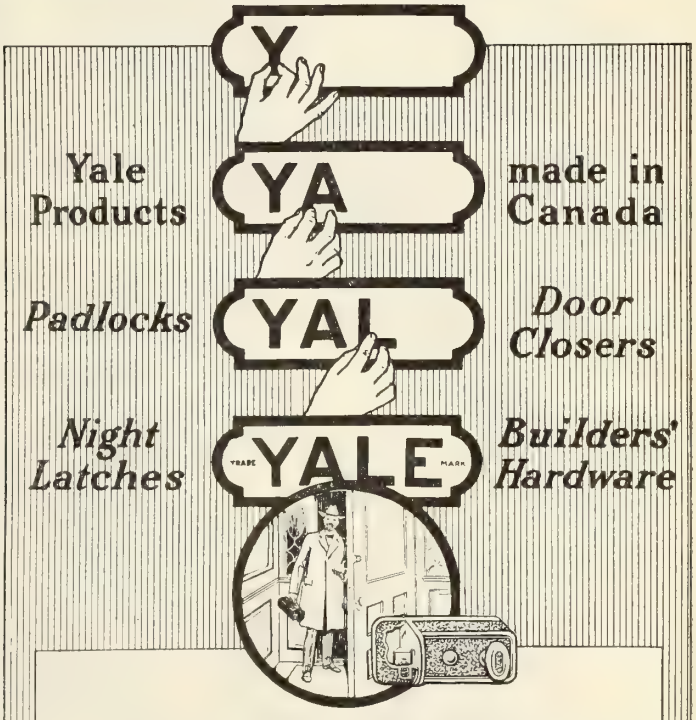
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



There is good profit in the Yale line. The dealer who sells Yale goods is always glad to meet his customers on the street—he knows they are satisfied.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

GOODS TO PUSH

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs money. We are all out to make this food go just as far as possible. Universal Food Choppers, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves you one-third on your coffee bill because every bit of flavor is extracted from each grain of coffee.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

Your jobber will be pleased to furnish you with Universal show cards.

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives:

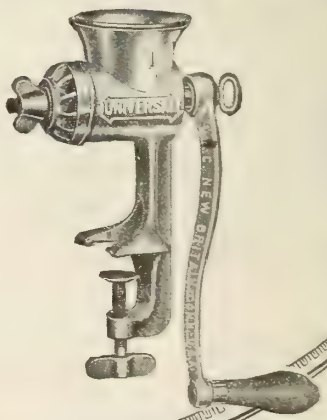
A. MACFARLANE & COMPANY

Coristine Building, MONTREAL

Bread Maker

Percolator

Food Chopper



LOOK FOR THIS TRADE MARK **UNIVERSAL** ON EACH PIECE OR LABEL

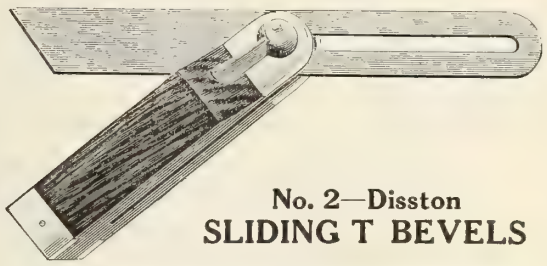
If interested, tear out this page and keep with letters to be answered.

DISSTON BRAND TOOLS

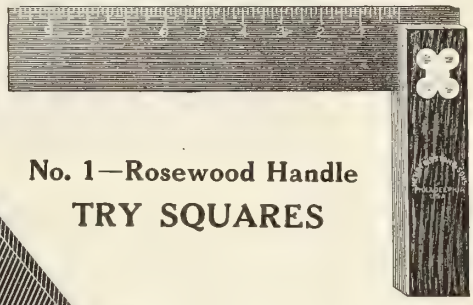
That Last for GENERATIONS

SEE OUR No. 50 CATALOGUE FOR COMPLETE DESCRIPTIONS AND ILLUSTRATIONS.

WE CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES.

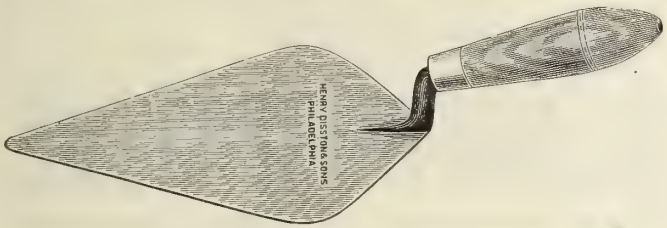


No. 2—Disston
SLIDING T BEVELS



No. 1—Rosewood Handle
TRY SQUARES

PLUMBS
AND
LEVELS



No. 5—London Pattern
BRICK TROWELS

No. 12—Disston
HAND, RIP AND PANEL SAWS

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL
TENAXAS
TIN-TOUGHENED
MASCOT
ATLAS
W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

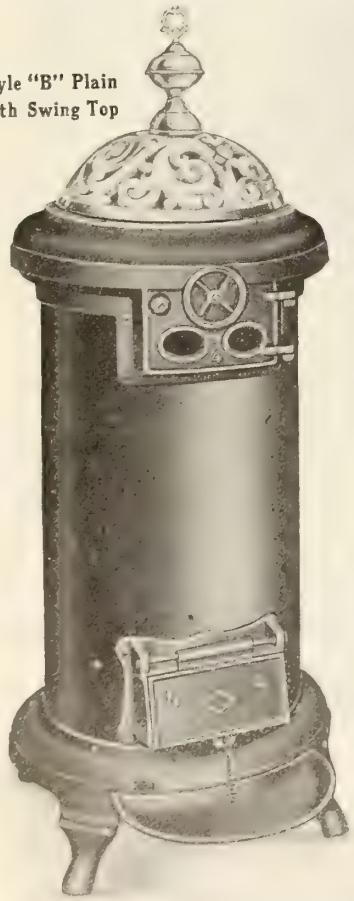
PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal
Works: Riverside Street, Montreal

Style "B" Plain
With Swing Top



OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG

If interested tear out this page and keep with letters to be answered.

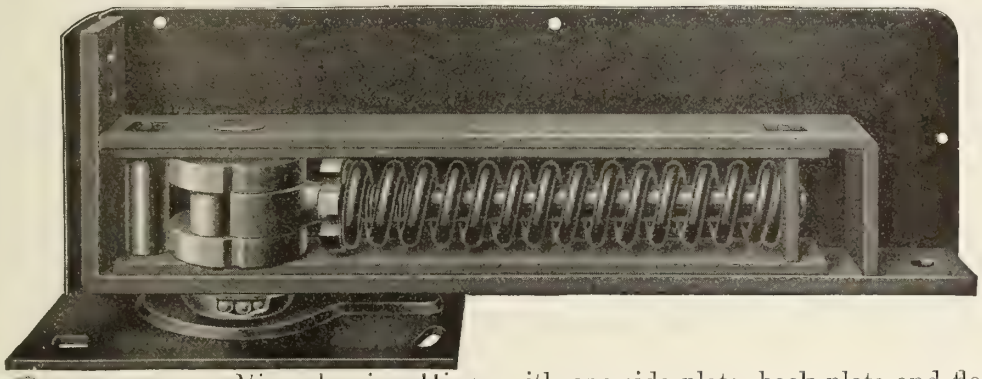
Something New!

Write for Prices, Details and Selling Particulars

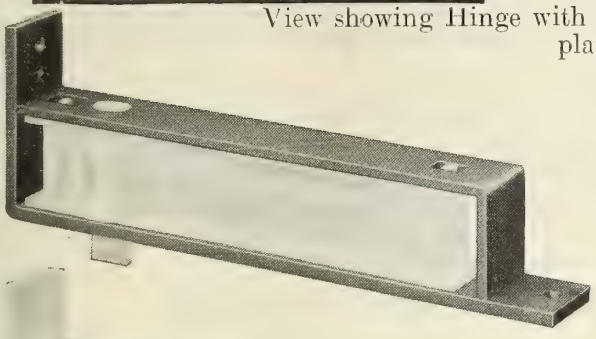
National Manufacturing Company

STERLING, ILLINOIS

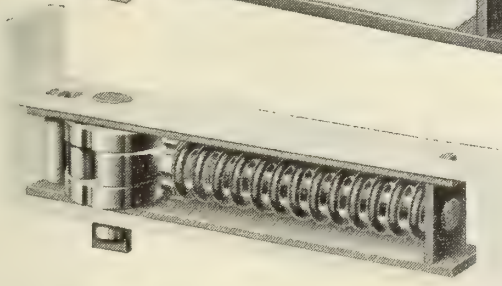
No. 240 Ball-Bearing Floor Hinge



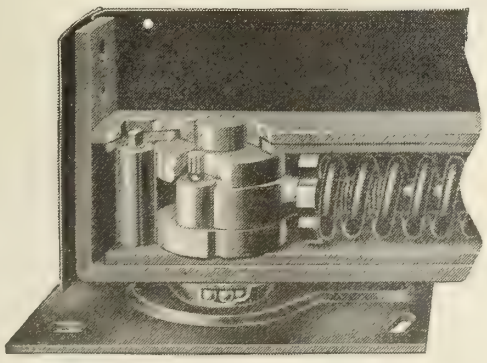
View showing Hinge with one side plate, back plate and floor plate attached.



Dark part carries the weight of the door independent of the spring closing feature.



Dark part shows the spring closing feature independent of the part which bears the weight of the door.



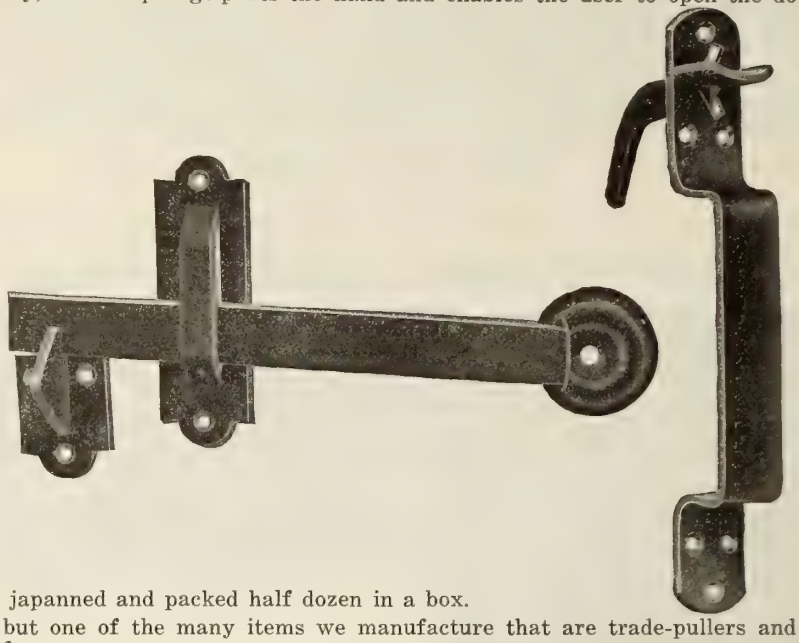
View with parts broken away to show roller bearings and the pin which stands the wear and tear.

If interested, tear out this page and keep with letters to be answered.

The Challenge Heavy Steel Latch

A Latch designed and recommended for Factory, Warehouse and Barn Doors, etc. The roomy, well-shaped grip fits the hand and enables the user to open the door with ease.

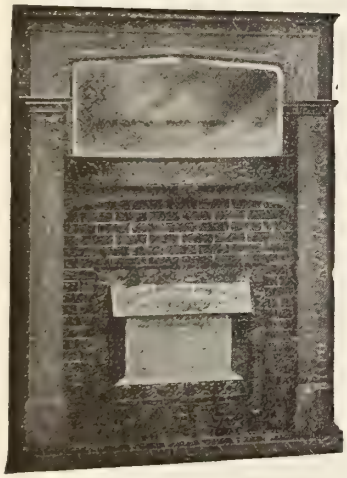
No danger of breakage from Frost or Accident; it is made entirely of heavy steel.



The Thumb Piece is so fitted it cannot work loose or get out of place.

Heavily japanned and packed half dozen in a box.
This is but one of the many items we manufacture that are trade-pullers and profit-makers for you.

Canada Steel Goods Co., Limited, Hamilton, Canada



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

PYREX

Transparent Oven Ware

will be doubly appreciated as a Christmas gift because it is not only attractive and unique but it is equally useful and serviceable, and is

GUARANTEED NOT TO BREAK IN ACTUAL OVEN USE

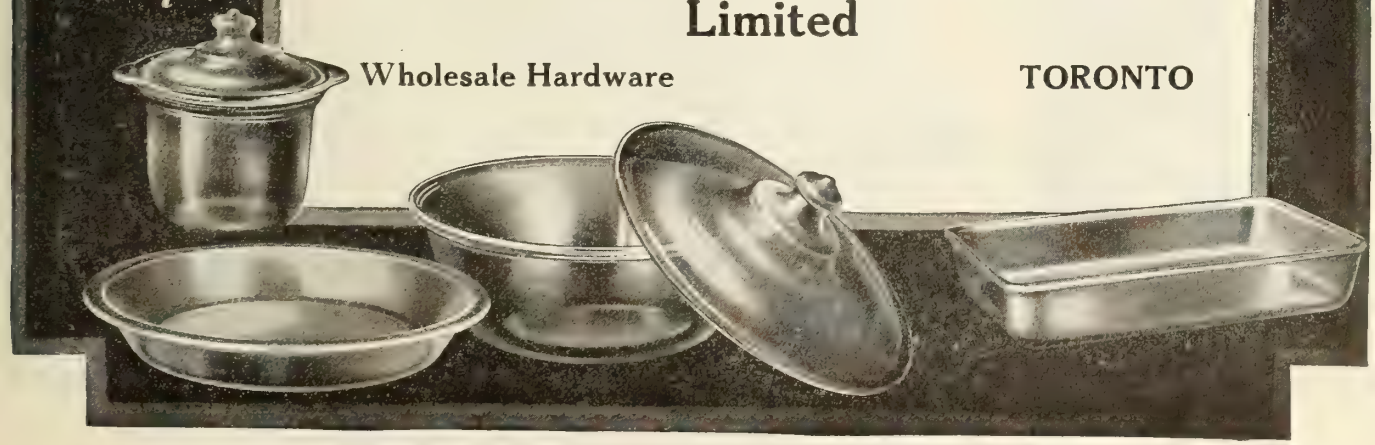
You can quickly procure your requirement by using the

HOWLAND MAIL ORDER SERVICE

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware TORONTO

There's A Pyrex Dish for Every Purpose



NEWHOUSE TRAPS

Built to Go—and to Hold

Designed for quick certain action and built of materials which insure rugged endurance under every trapping condition, the Newhouse Trap has gained and held the confidence of professional trappers in every section of the world.

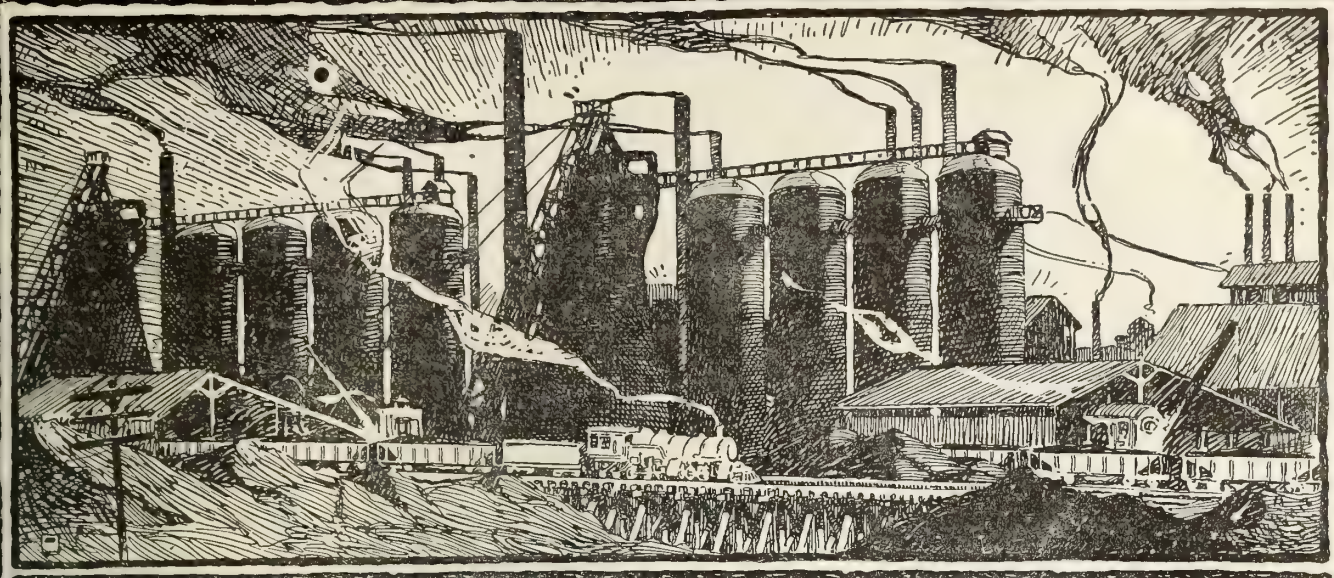
Whether in trading post or hardware store, in camp or out on the trap line, the word "NEWHOUSE" stands for trap superiority —the result of seventy years' experience manufacturing game traps for every use.

Made in every size and style needed to catch any animal.

Your jobber can supply you.

ONEIDA COMMUNITY, Limited
NIAGARA FALLS, ONT.

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

FIVE FACTS ABOUT FAMOUS FIVE FILES

They are made from High Carbon Steel.

The heat treatment of each file is scientifically determined.

The grinding is done by machinery, which insures a perfect surface for cutting.

The teeth are mathematically accurate, insuring a sharp, even cut.

They are recognized as standard tools by mechanics everywhere.

Be on the safe side, therefore, and specify "Famous Five" Files when ordering.

Order Yours Now Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.

Starrett Hack-Saws

STARRETT HACK SAWS CUT QUICKER LAST LONGER

In a shop such as this, the machinists use many Starrett Tools. With our reputation for fine precision tools, we could not muster up courage to put our name on a hack saw that is second to any obtainable. We know that

Starrett Hack Saws Are Unexcelled Just As Starrett Tools Are Unexcelled

We make them in our own shops; in the same plant with Starrett Tools. We know what steel they are made of. We know what they will do, for we test saws all the time under known conditions. With us it is test, test, test—to find out just what constitutes the best saw for this work or for that.

There is no question about the quality of Starrett Hack Saws. The only question is what numbered saw you should recommend, and this question is easily answered by referring to page 208 of our Catalog No. 21MA, which shows what saw to use for any particular work.

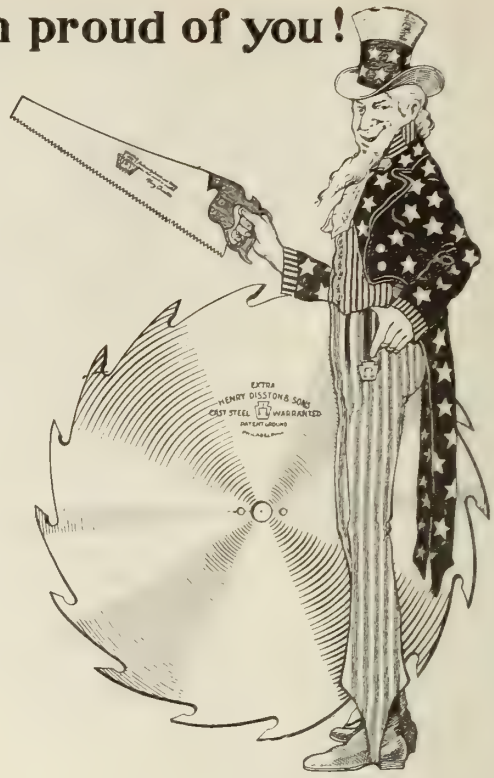
The L. S. Starrett Co.
The World's Greatest Toolmakers
ATHOL, MASS.
NEW YORK LONDON CHICAGO

42-748

STARRETT

Cut Quicker-Last Longer

I'm proud of you!



DISSTON SAWS have done more to upbuild America and America's reputation than any other brand of tools.

CISTERN PUMPS

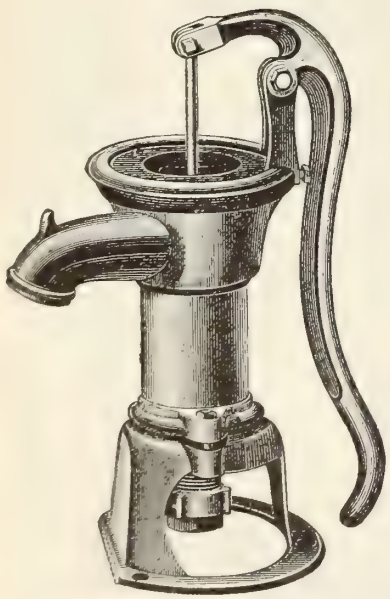
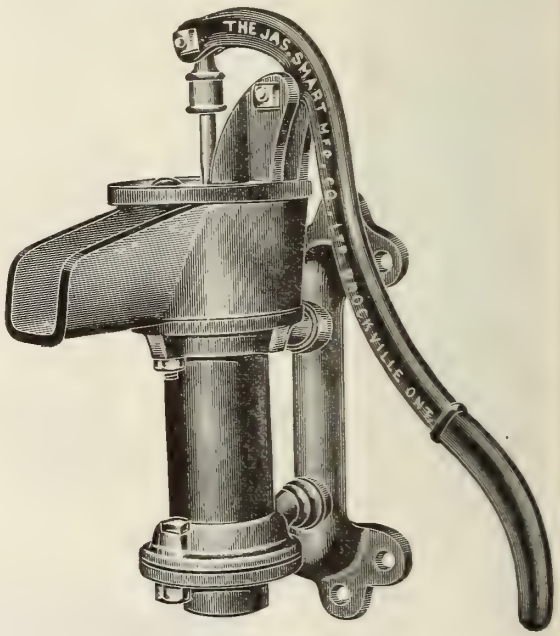


FIG. 200---IRON CYLINDER

Fig. 200 shows style of pump suitable for use on platform.

Fig. 85 can be used over a bracket, sink being attached to wall by brackets.

Only two styles are shown, but we manufacture a very complete line of both cistern, force and well pumps. Write for particulars and prices.



BRACKET---FIG. 85

CANADA FOUNDRIES & FORGINGS, LIMITED

BROCKVILLE, ONT. Jas. Smart Plant WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Now booking orders for Spring

It will pay you to send TODAY for Spring delivery proposition on trough and pipe

Die Stamped Eavetrough Saves You Money

Use Guaranteed Conductor Pipe. Never Springs Open.

You need these "Quality First" goods—they are money and time savers for you.

Stock carried by Geo. W. Reed, 37 St. Antoine St., Montreal

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Wherever a Unit Battery is required

North Star Multiple Ignition Battery is a unit battery in a thoroughly waterproofed case. From four to twelve individually tested cells, each of which is entirely surrounded by insulating compound, are connected by soldered copper strips. It is only necessary to connect two wires to the binding posts to put the battery in operation. North Star Multiple gives in compact, easily-handled form the necessary voltage for heavy intermittent ignition. For motor boats, auto and carriage lighting, blasting, barn lighting, etc., North Star Multiples are ideal, and will give unlimited satisfaction.

In ordering from your jobber, always specify "North Star Multiples."

CANADA DRY CELLS
LIMITED
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

One Agent sold 25 "Reliable" Churns in One Week

The "Reliable" Churn appeals immediately to any one who has churning to do. The woman who churns knows that the old dash churn gives best results—and the "Reliable" is simply "a dash churn with a college education." The old dash principle has been combined with a simple, effective crank mechanism that eliminates the labor and gives the same results in shorter time. The "Reliable" is the only churn which gives perfect results when filled to 80 per cent. of its capacity.

"Reliable" Churns are being described regularly in the advertising columns of rural publications all over Canada. Your people know of the "Reliable." It simply remains for you to "follow up" and make the sale.

If one of our agents could sell 25 "Reliable" Churns in one week, how many can you sell? The first step towards answering this question is to

Write direct to the only source of supply

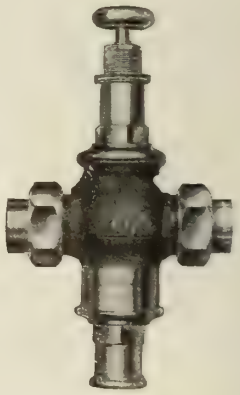
The Reliable Churn Co. of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

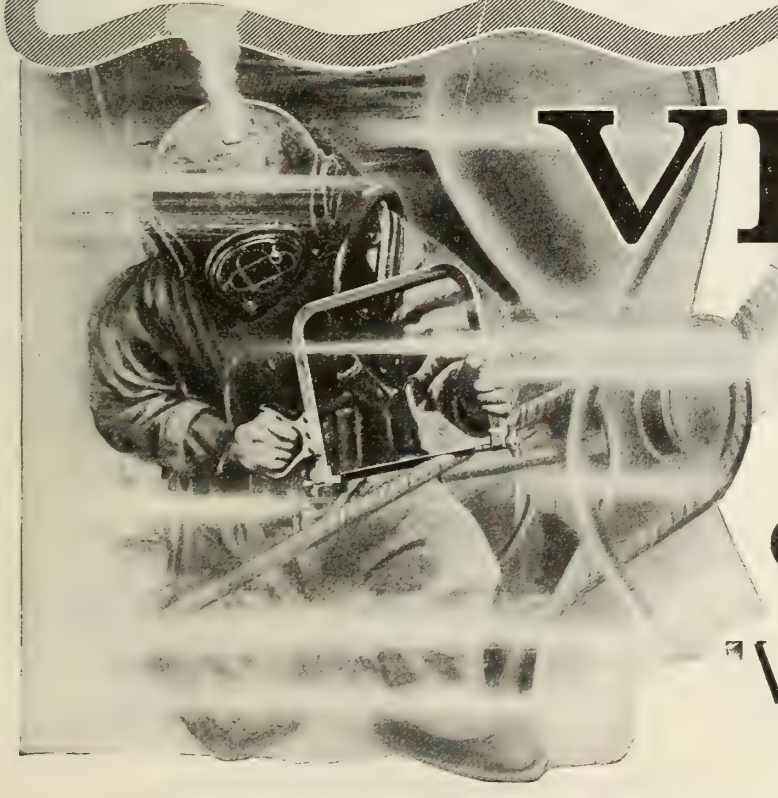
Where Every BLADE COUNTS

VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM



VICTOR Flexibles

VICTOR HACK SAWS

VICTOR SAW WORKS LTD.
HAMILTON, CANADA

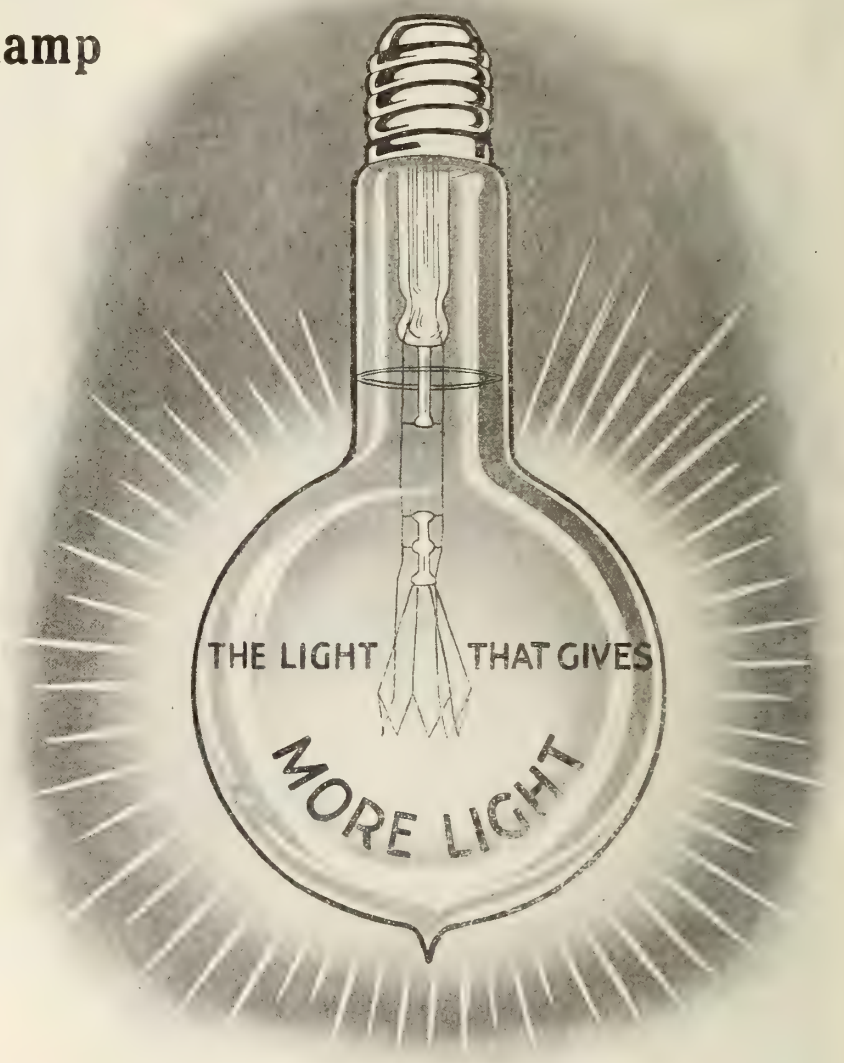
If interested, tear out this page and keep with letters to be answered.

"The Light That Gives MORE LIGHT"

Show this to your trade and sell them a lamp which actually saves money.

Actual Cost Computed From Table

Cost of 13 competitive lamps (assumed low average cost of $1.00 each)	$13.00	
Cost of current to produce 1000 candle power for 1000 hours (average)	36.08	$49.08
Cost of 9 Laco Nitro Lamps at maximum cost of $1.65 each	$14.85	
Cost of current to produce 1000 candle power for 1000 hours	23.40	38.25
SAVING		$10.83



LACO NITRO LAMPS ARE GUARANTEED

60 watt size ..... 700 hours
100 to 1000 watt size.....1000 hours

and many users get two or three times this service.

Can you afford to sell cheap lamps to your customers when Standard Laco Nitro Lamps effect such savings and build enormous re-order business?

Ask your jobber today about these lamps or write us direct.

Canadian Laco-Philips Company, Limited

STOCKS AND WAREHOUSES AT

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

LACO NITRO LAMPS COST LESS

Why do your customers buy lamps?

To give money to a lamp manufacturer—to consume current, or to actually get light?

The following tabulation of actual laboratory tests proves that cheap bulbs are expensive even if given to you free of charge, and dealers are profiting by passing along this good information.

NAME OF LAMP	WATTAGE AND CANDLE POWER CLAIMED FOR TESTED LAMPS	ACTUAL CANDLE POWER OF TESTED LAMPS	ACTUAL WATTAGE OF TEST LAMPS	COST 1000 C. P. LIGHT FOR 1000 HRS. AVERAGE COST CURRENT 2½¢ PER K.W.HR.			1000 HOUR LOSS
				LAMPS NEEDED	TOTAL WATTS USED	1000 HR. COST	
LACO NITRO	100	111.5	104	9	936	$23.40	NONE
COMPETING LAMP "A"	100	78.5	101	13	1313	32.83	$ 9.43
" " B	100	87.5	109.5	12	1314	32.85	9.45
" " C	100	66.9	103	15	1545	38.63	15.23
" " D	100	63.0	100	16	1600.	40.00	16.60

A Saving of 30% to 50% in Current Consumed During 1000 hours by Using Laco Nitro Lamps

Without cost to you, or your customers, our nearest office will have official laboratory tests made of any lamps submitted and will prove our claims.

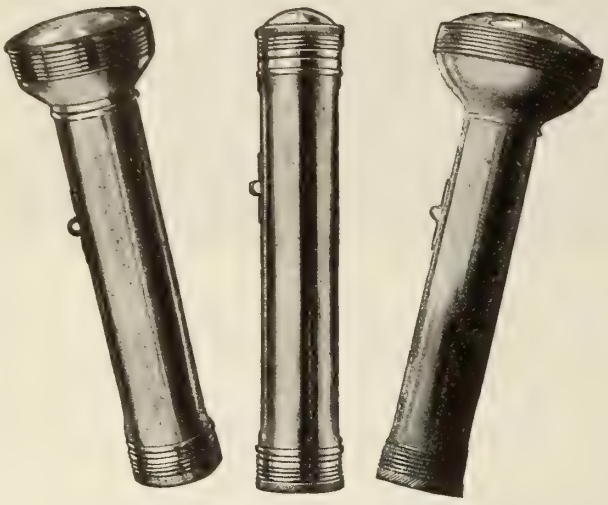
Canadian Laco-Philips Company, Limited

STOCK AND WAREHOUSES AT

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

This is the Christmas Season



There are few lines that lend themselves so admirably to Christmas suggestions—there are few Christmas gifts which are more acceptable than a good flashlight.

Make a display of "Master" Flashlights to-day and *be prepared* for the Christmas trade. Sort up your stock.

Your order to-day will receive our prompt attention.

This is the "Master" Suggestion

CANADIAN CARBON CO., LIMITED, TORONTO
96 KING STREET WEST

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

A Scientific Sheathing Made From Felt

Counterwall

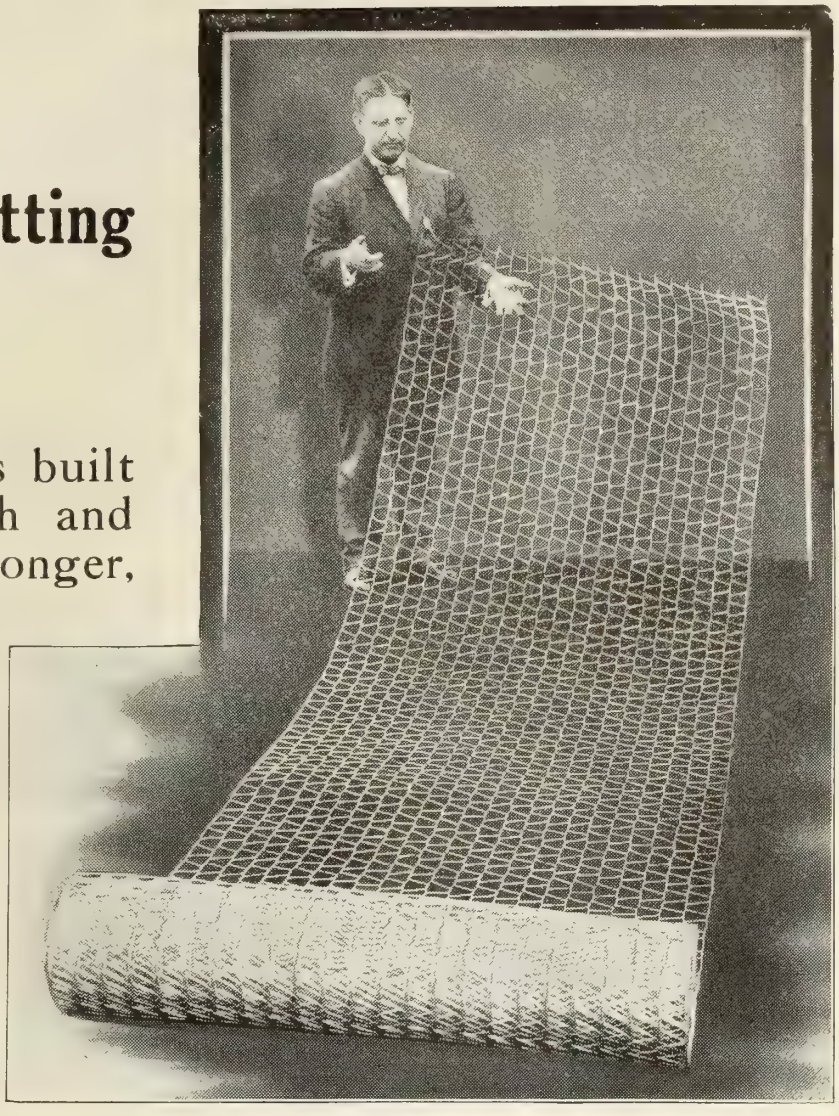
(The Perfect Insulation)

Canadian Roofing Mfg. Co.
Limited
Windsor - Ont.

If interested, tear out this page and keep with letters to be answered.

There is Only One Genuine U.S. Poultry Netting

Do not order or accept inferior substitutes.



U. S. NETTING is built for beauty, strength and durability. It lasts longer, looks better, and gives better satisfaction while it lasts than any other netting.

"U.S." Poultry Fence, the kind that stretches perfectly and stays stretched; looks better; lasts longer, and gives the maximum of all round general satisfaction, can only be made by the one firm in the United States—who control the patents and have the only equipment for properly making this type of fence at a marketable price.

Order through the authorized agents and *know* you are getting the right goods. The Muncie plant covers over twenty acres, is equipped with the latest and best machinery throughout, complete wire drawing, annealing and galvanizing outfits, special furnaces and every known appliance and labor-saving device used in the modern manufacture and treating of wire, and in addition the modern looms, which are patented, as well as many special and improved appliances and machines known only to the firm, which insures the high standard of product and enables the makers to guarantee satisfaction.

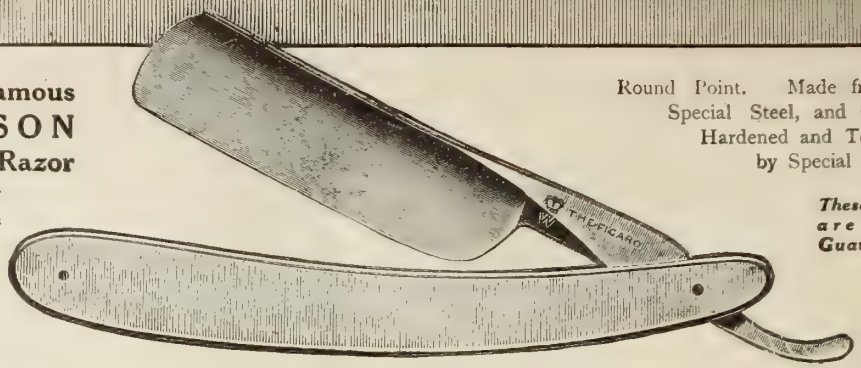
Exclusive Selling Agents for "U.S." Poultry Netting in Ontario, Quebec, Nova Scotia and New Brunswick.

Caverhill, Learmont & Co.
Montreal

Rice, Lewis & Son Ltd.
19 Victoria St., Phone Main 4040, Toronto

If interested, tear out this page and keep with letters to be answered.

The **World-Famous**
WILKINSON
Sword-Steel Razor
—The envy of every man who loves an easy shave.



Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.

Anticipate

the "After-the-War" rush by placing Orders

—— NOW ——

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The **PALL MALL**
7-Day Safety Shaver,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable **for *stiff*** beards and tender skins.

The
WILKINSON SWORD CO., LTD.
53, PALL MALL, LONDON, S.W. 1.

T. H. RANDOLPH, Managing Director.

We are Makers of
RAZORS, SHAVERS, SWORDS, GUNS, PISTOLS, CAMP EQUIPMENT, HUNTING KNIVES, etc.

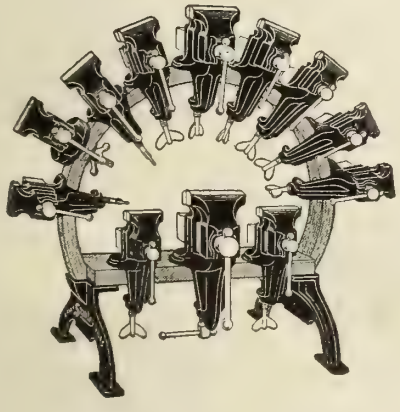
If interested, tear out this page and keep with letters to be answered.

OUR stock of Electrical Supplies and Auto Accessories is kept so complete and modern that it can fill immediately any want of yours. And yet there is no hurried recklessness in our buying or shipping. Every article that comes into our stock must first prove up to our rigid standard of excellence, and going out it must be in perfect condition and securely packed.

Thus are you protected against poor quality and damaged goods.

Great West Electric Co., Limited, Winnipeg

Stanley Tools



"JERSEY" VISES

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

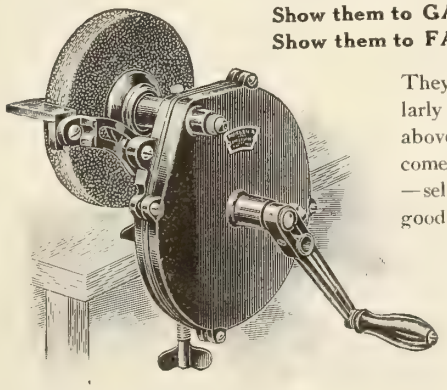
Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Now is the time for Canadian dealers to display in windows and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.: Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City: Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

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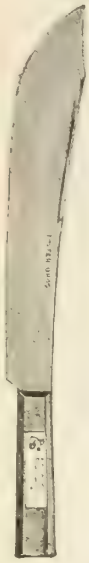
WHY DO DEALERS SELL FOSTER BROS. CUTLERY?



This is a question easily answered if you consider it from the standpoint of profit and easy sale.

Foster Bros. Cutlery has an enviable reputation with the consumer. It is the best in quality, workmanship and design, and sells at reasonable prices.

Be one of the dealers to carry this line of high-grade cutlery. Investigate at once—get our literature on cutlery, butchers' tools and hardware. Send for catalogue giving prices and trade discounts.

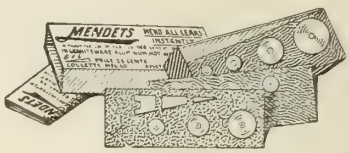
JOHN CHATILLON & SONS

85 Cliff Street New York City
Established 1835

Every Housewife is a Sure Buyer of

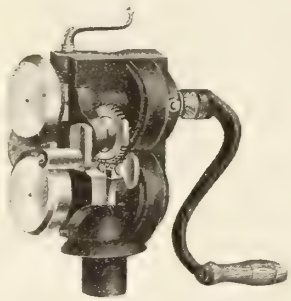
MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada



Encased Wiring Machine

TRADE B B CO LTD MARK

Small Machines

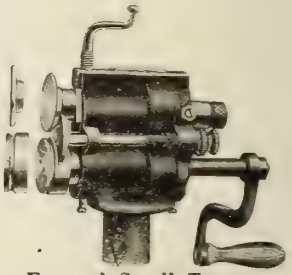
ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

No Tinshop can afford to be without a set of these machines.

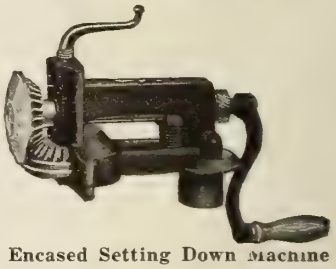
We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

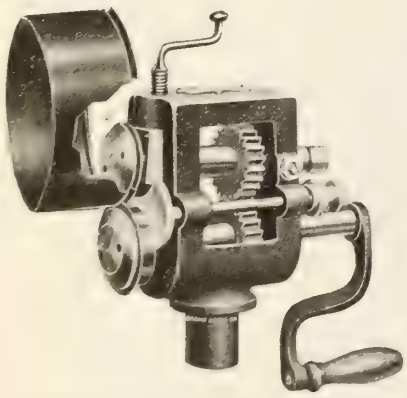
The Brown, Boggs Co.
LIMITED
HAMILTON, CANADA



Encased Small Turner



Encased Setting Down Machine



Eclipse Elbow Edging Machine

Encased Small Burr

If interested, tear out this page and keep with letters to be answered.

Christmas in 3 Weeks

Only 3 Weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger — no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home a battery can be used with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

HEADQUARTERS

LAMP BLACKS

The L. Martin Co.

Headquarters for

Germantown LAMPBLACKS

IN

England and America

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

The L. Martin Co.

Montreal Toronto
Winnipeg New York
Philadelphia London, Eng.

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

P H
TRADE MARK

QUALITY FILES

The Standard of File Efficiency

Made in Canada
By Canadians
For Canadians

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

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PERKY TEAPOT

		Net
3 pints.	Price each	$2.10
4 pints.	Price each	$2.35

OAKVILLE ALUMINIUM

Makes Handsome Christmas Gifts

The Oakville range offers as handsome Christmas gifts as any woman could wish for—and as serviceable household utensils as the most economical housewife has ever used in her work.

Hardware dealers can get delivery on *the Perky Tea Pot* or the *Seamless Teakettle* in time for the Christmas trade.

WHY NOT ORDER A FEW PIECES TO-DAY.

Write for our Seamless Teakettle.

	Net
No. 150—8 pints, price each	$2.75
No. 150—10 pints, price each	3.00
No. 150—12 pints, price each	3.25
No. 150—14 pints, price each	3.50

Cheaper than the ordinary nickel-plated kettles

Ware Mfg. Company

Oakville, Ontario

CAVERHILL, LEARMONT & CO.

MONTREAL

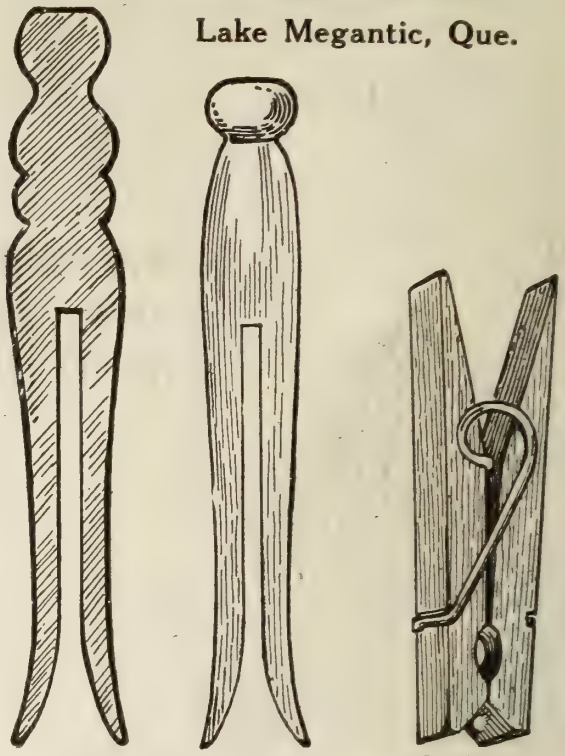
Selling Agents for Quebec and Maritime Provinces.

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of Clothes Pins.

METALS · CHEMICALS · GLASS

B&SH Established 1790

Tinplates

What are Jobbers and Manufacturers going to do for Tinplates next year? We would like to post you as to the present and future outlook, on request.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Get acquainted with these Rock Island Products

It will only cost a post card to get sufficient information about these lines to convince you that it is to your advantage to handle them:—

Sad Irons
Gas Irons
Tailors' Irons
Grinders
Foot Scrapers
Tampers
Corn Shellers
Sausage Stuffers
Fruit Presses
Hand Grist Mills
Whole Wheat Hand Mills
Cement Tools
Fire-proof Safes
Lawn Sprinklers
Emery Wheel Dressers
Post Mauls
Bench Screws
Ratchet Jacks
Transmission Equipt.
Combination Forge
Blacksmiths' Drills
Anvils
Riveters
Kettles
Floor Scrapers
Milk and Cream Testers
Dewey Hog Waterers

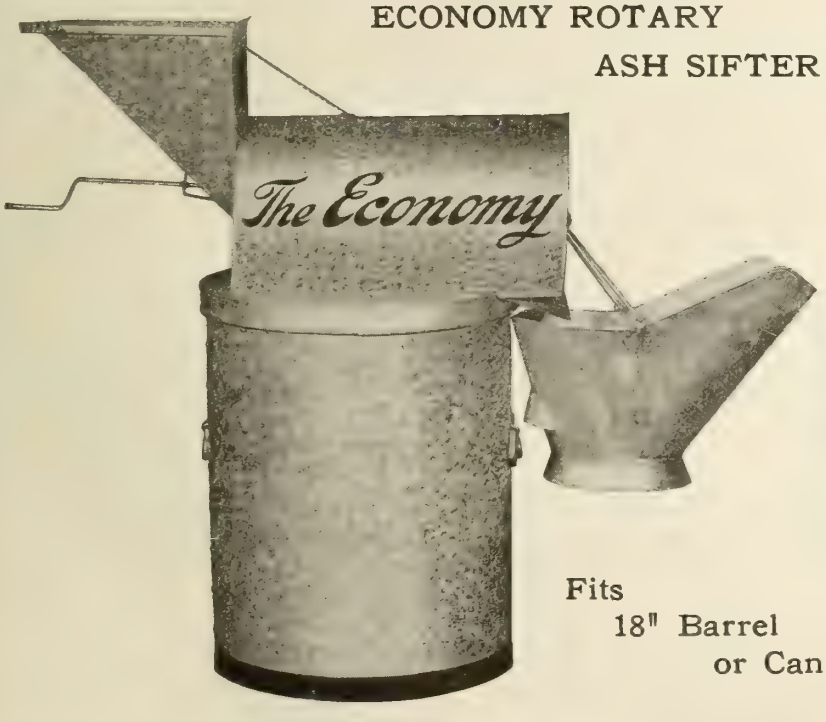
Vises of Every Description and Automobile Accessories.

Post that card to-day and learn what good service and terms we can give you.

ROCK ISLAND MFG. COMPANY

Factory and General Offices:
ROCK ISLAND, ILLINOIS, U.S.A.
NEW YORK, 113 Chambers St. CHICAGO, 180 North Market St.

ECONOMY ROTARY ASH SIFTER



Fits 18" Barrel or Can

SALAMANDERS

Body of Heavy Sheet Steel—Cast Iron Grate

SIZE—Diameter - - - 17 inches
Height over all - 30 inches
Height from floor 6 inches

Special Prices to Dealers. Large Stock, Prompt Shipment.

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

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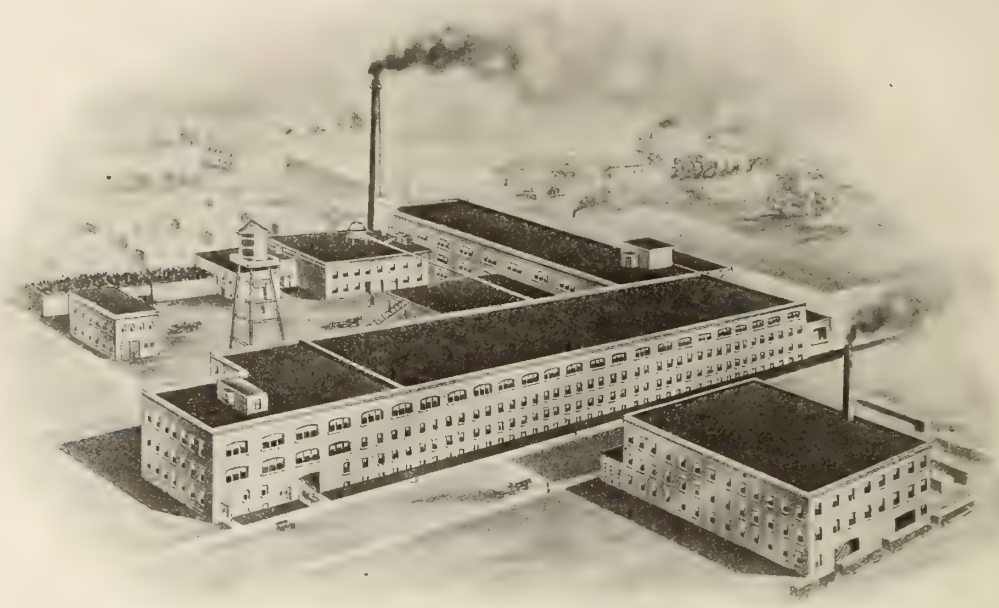
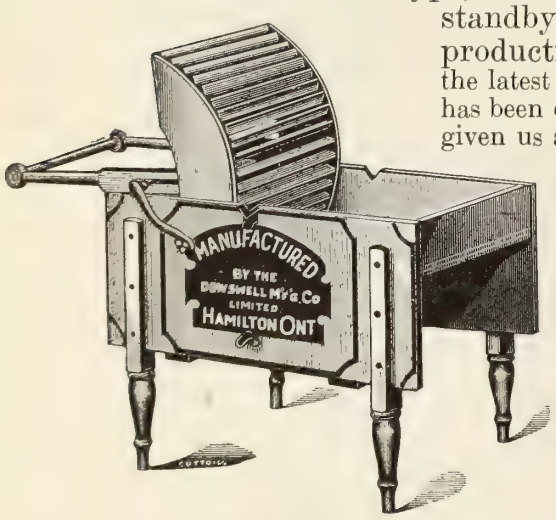


New Firm—New Plant

We here introduce to our many friends and customers from the Atlantic to the Pacific the new company of DOWSWELL, LEES & CO., LTD. (formerly Cummer-Dowswell, Limited), and the new enlarged plant. It is now over a quarter of a century since the first DOWSWELL Washer was turned out in the little 30 x 100 ft. plant. The only line then manufactured was the Rocker type, as here shown, and which, by the way, is still the old standby, and one of the best selling lines of the factory production—which has grown until it now comprises all the latest improved types of Hand and Power Machines. The plant has been extended many times until the latest addition this year has given us a total floor space area of about 100,000 sq. ft., completely fitted with the most modern machinery and appliances to facilitate rapid production without lowering the standard and quality. With the new organization comes new aims, and new policies which will tend to better if possible the service.



We assure our many patrons that their orders will have prompt attention and take this opportunity of thanking them for their past favors.

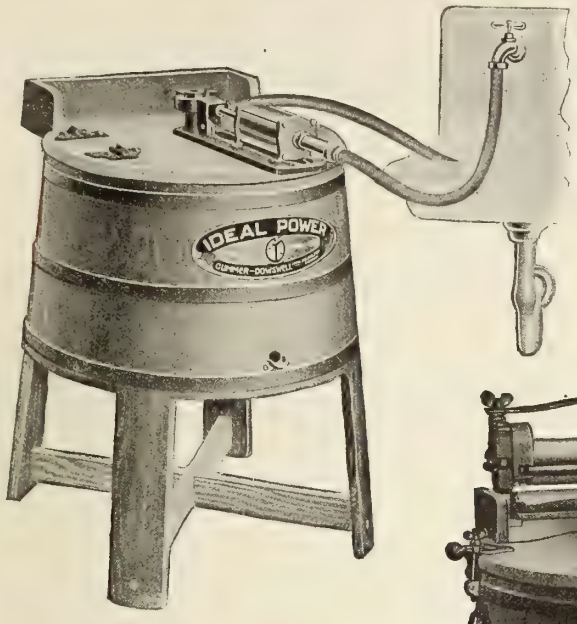
DOWSWELL, LEES & CO., Ltd.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

IDEAL WATER-POWER WASHER

(To Right)
Is the machine that runs itself. Simply turn the tap on and the Washer does the rest. Every Motor is subjected to two rigid tests, one before and one after attachment to the tub, and this assures it being in perfect working condition when it leaves the factory.

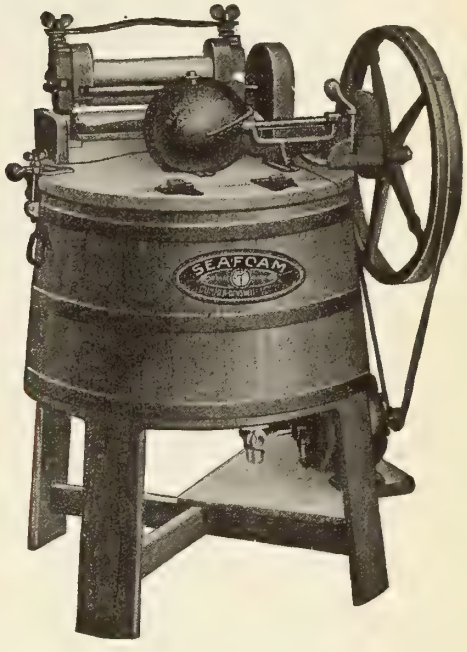


SEAFOAM

Style "A"

Electric-Power Washer and Wringer

(Below)
Wrings while it washes, washes while it wrings. Equipped with first-class ⅛ H.P. Electric Motor. The Machine for use anywhere electric current is available. Very simple and very strong. Just turn on the power and the Machine does the work.



PLAYTIME

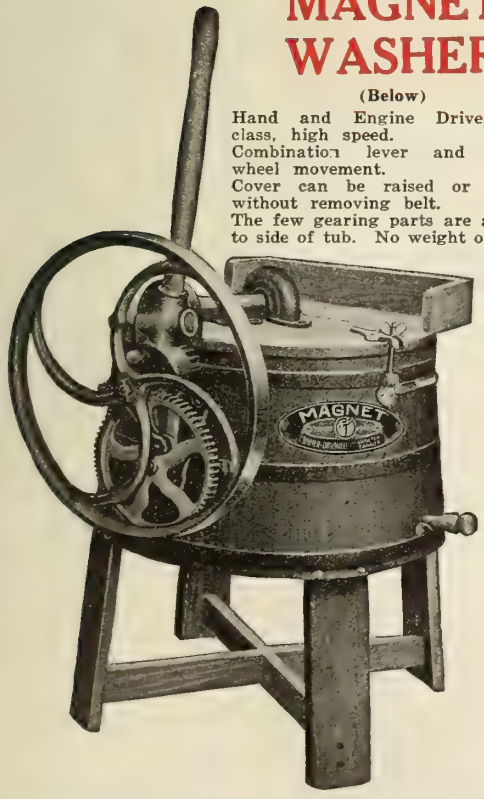
Style "B"

Hand or Engine Drive Washer

(To Left)
Can be operated by hand or driven by Gasoline Engine. Noiseless construction, all metal parts coming in contact with water heavily zinc coated. Have one on your floor and introduce it to the farmers.

MAGNET WASHER

(Below)
Hand and Engine Drive, high-class, high speed.
Combination lever and balance wheel movement.
Cover can be raised or lowered without removing belt.
The few gearing parts are attached to side of tub. No weight on cover.



A Quartette of DOWSWELL LEADERS

With household labor becoming more scarce every year the necessity for a good Washing Machine in every home in Canada is apparent.

The merchants realize this and are arranging to meet the demand for the coming year.

Send in your orders at once to insure early delivery.

Dowswell, Lees & Co., Ltd.

Formerly Cummer-Dowswell, Limited

HAMILTON, CANADA

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Prompt Service

Our factories never were in better position to give prompt attention to orders. That means rubber needs for the Hardware Trade can be delivered with a promptness that is sure to please.

And to further facilitate deliveries, reserve stocks are kept at all our service branches throughout Canada. Your orders, sent direct to our nearest branch, will receive prompt and intelligent attention.

WE AIM TO SERVE AND PLEASE THE TRADE.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, DECEMBER 8, 1917 No. 49

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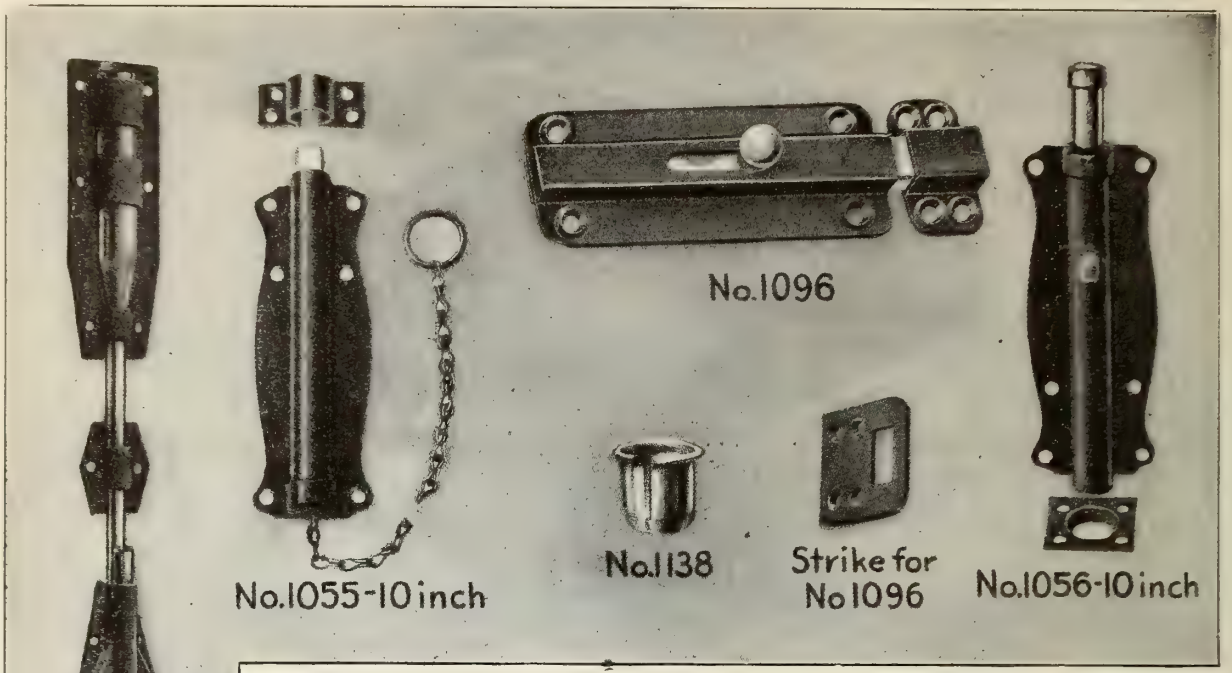
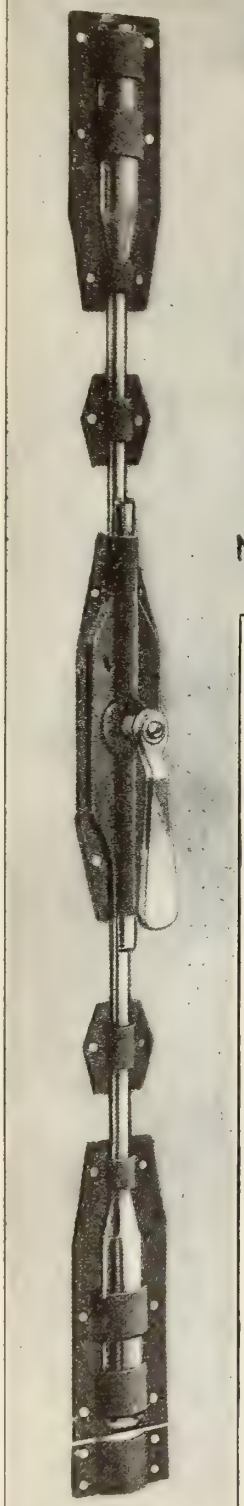




Stanley Garage Hardware Bolts—

THEY'RE strong, they hold the door firmly, they're well made, and they operate perfectly. What more could you possibly offer to your customers who want bolts for garage doors?

No. 1052 Heavy Cremone Bolt for heavy garage doors. Operated top and bottom by the lever handle.

No. 1055 Chain Bolt. Applied at the **top** of the inactive leaf of a pair of garage doors, this bolt locks automatically.

No. 1056 Foot Bolt for the **bottom** of the inactive leaf of a pair of doors. Locked and released by the foot. **No. 1138** is a strike for same.

No. 1096 Case Bolt. May be used instead of a hasp or lock where doors are to be fastened on the inside.

Send for booklet "STANLEY'S Wrought Steel Hardware for Garage Doors."

The Stanley Works

NEW BRITAIN, CONN., U. S. A.

Canadian Representatives: A. MacFarlane & Company

Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO DECEMBER 8, 1917 No. 50

Apply a Cost System to Your Business

A Cost System is Simple as This Article Shows—A Knowledge of the Cost of Doing Business is Both Satisfactory and Essential—It Causes the Merchant to Speed Up Sales and to Abandon Cut-price Sales—Getting a Profit on Effort as Well as on Capital—This in Addition to Your Salary.

By John C. Kirkwood

THE very first thing to be done by the man who would know his selling costs is to know and record the various items that together constitute the cost of doing business. To know and record these items calls straightway for methodical accounting. Fortunately the separation, calculation and recording of the various items constituting selling cost are exceedingly simple operations, within the ken and ability of any man.

To ascertain the cost of doing business:

1. Charge interest on capital.

Charge the rate of interest it would earn if invested in gilt-edge mortgages or bonds, say 6 per cent. By capital is meant net assets—inventory, cash, accounts receivable.

2. Charge Rent.

Charge rent even if you own your premises. Should this be the case put down as rent the amount they would bring if occupied and used by another—say 8 per cent. of market value, plus repairs, taxes, and water.

3. Charge Your Own Salary.

Put down an amount representing your salary worth to your business—a sum probably double that paid your highest paid employee. Include in this the worth of the services of any member or members of your family not on the pay roll, yet who render business a service worth real money.

4. Charge Salaries of Hired Help.

Omit from this, if you are so minded, the salaries or wages of the one or more engaged mainly or solely in the work of delivery, charging such wages under the item of delivery.

5. Charge Fixed Expenses.

Included here are such determinable or known items as insurance (fire, casualty, plate glass, partnership), taxes, telephone rental, water rates, light and fuel.

6. Charge Freight.

Include here freight and express on incoming goods; the cost of packages or packing, drayage; duty paid (if any).

7. Charge Delivery.

Include here wages of drivers or messengers; horse and wagon, or motor car; stable or livery or garage items; repairs, supplies, freight and express items on outgoing goods, wrapping papers, packing, twine, etc.

8. Charge Incidentals.

Include here stationery and office supplies, postage, telephone calls, telegrams, exchange, cleaning, miscellaneous repairs, etc.

9. Charge Advertising.

Include here newspaper and other forms of publicity, including printed matter, catalogues, novelties and other disbursements properly coming under this head.

10. Charge Donations and Subscriptions.

Include here special discounts or allowances made, or goods given in the name of charity, benevolence and good-will.

11. Charge Losses.

Include here bad debts, shrinkage, leakages, shortages, thefts, spoilage allowances, discounts, and losses not provided for elsewhere.

12. Charge Interest Paid.

Include here interest paid on borrowed money, and interest lost on uncollected book accounts, and cash discounts forfeited because of inability to take them.

13. Charge Depreciation.

Include here the depreciation on buildings owned and employed by you in your business; and depreciation on furniture, fixtures, horses, vehicles, stock, etc.

Here one has a baker's dozen of headings under which to record the many items that constitute, when aggregated, the annual cost of doing business.

Many take stock on or about January 1. If this is your practice you will be in an excellent position to begin right away doing business on the basis of the known cost of operating your business.

Success is becoming more and more dependent on a knowledge of the cost of doing business and on intelligent, purposeful and successful effort to recover this cost plus a profit on your effort.

The accompanying article will prove very helpful to those who want to be successful merchants. The matter is set forth lucidly and soundly, and we sincerely trust that many of our readers will resolve and keep their resolve to conduct their business on the basis of known and actually recovered costs, plus a desired profit on effort.

Easy to Record Selling Costs

With these headings and helps it should be a simple matter for any dealer to set down his selling costs, day by day, week by week, month by month, quarterly, semi-annually and annually.

Each individual disbursement has to be recorded sometime, somewhere, somehow. Why not record it in its right place at the right time and under its proper heading? Thus will the dealer have the record or records necessary and desired. He will know then just what it is costing him to run his business.

Costs Studied More Closely

In the foregoing presentation of group headings some may possibly be merged with others. For example, Advertising may be included under Incidentals; and Interest may be included under Losses. Donations and Subscriptions may be included under Incidentals. But there is an advantage in the separation of these several classes of expense: They reveal boldy, challengingly and perhaps shockingly classes and amounts of expenditures capable of reduction, and perhaps calling for reduction.

Also in the foregoing presentation of the factors of selling costs, Freight on incoming goods is included. Many will

say that Freight, Express, Drayage and Packages or Packing should be added to the invoice price immediately; and in saying this they are quite correct. But not always is this class of expense included in the marked cost price of goods.

DO YOU KNOW?

A competent authority has, by careful investigation of over 1,500 *retailers in each line, and in every section, developed the following facts:*

	Turn Stock per year No. Times	Cost to Do Business Per Cent.
Grocers	10	16
Dept. Stores ..	7	26¼
Druggists	4	24¾
Dry Goods	4	24
Hardware	3½	19½
Furniture	3	24
Shoes	2	23¼
Clothing	2	20¼
Jewelers	1½	25¾

On articles of heavy weight—such as sugar, nails, coal, for example—the freight expense is immediately added to the invoice price by all wise dealers, but on many lines the practice of many dealers is to ignore in their cost marking the item of freight, or delivery-to-store expense. Accordingly, in the enumeration of the factors of cost, as above, Freight is set down, and when this annual aggregate expense is reduced to a percentage of sales, it can quickly be added to invoice prices. For this reason is Freight on incoming goods included among the factors of costs.

Recovering One's Losses

Under the heading of Losses are to be assembled all such expenses and losses not properly belonging under other headings. Bad debts should be charged here, for so will they be recovered by being assessed against all customers as a whole. Leakage, shortage, shrinkage and spoilage should be charged here, for thus will their costs be recovered.

The average dealer treats bad debts, leakage, shortage, shrinkage and spoilage as irrecoverable, but this view and practice is unsound and dangerous. All such losses should be charged into the cost of doing business, so they may be collected and recovered.

Leakage, shortage, shrinkage, and spoilage, in the aggregate, may amount to a very considerable item, and are incident to the doing of business, to providing the public with a service needed and desired by them. Therefore the public as a whole—the dealer's customers as a whole—should pay for such losses.

When Goods Are Sold Below Cost

Under the heading Losses can be included the loss sustained in the sale of staples that do not and will not, as things are, bear their proper percentage of advance to cover the costs of doing business. Sugar and nails are two familiar and common examples of merchandise which sell retail at a very small percentage advance on invoice cost. Suppose that the actual cost of doing business is 25% of the invoice price, and a staple sells at an advance of only 10% on invoice price, then there is a clear loss of 12% on the annual sales of this particular commodity. The total loss, as represented by this 12% loss, should and must be recovered, and, therefore, must be collected in the sales of merchandise on which can be imposed the full costs of doing business.

Interest on Outstanding Accounts

Under the heading of Interest Paid there should be included the interest lost on outstanding accounts. These accounts may total, say, $1,000 at any and all times during the year—this in a business done on a capital of $5,000 or so. They represent non-earning capital. But capital should bear interest. Reckoning interest to be earned at 6%, there would thus be an item of $60, when the average amount outstanding is $1,000, to be charged as an operating cost.

WHY BUSINESS MEN FAIL

According to a statement by Edward N. Hurley, vice-chairman of the Federal Trade Commission, there were 22,000 *failures in the United States in* 1915. *Ninety per cent. of them resulted from cut-throat competition prices. In an investigation made by the commission since its appointment,* 200,000 *out of* 260,000 *firms had no method of determining cost; of these,* 100,000 *firms did not earn a penny, and little, if any, provision had been made for depreciation. In another survey of a national industry it was found that twenty-seven large corporations, representing an investment of* $12.500.000 *and annual sales of* $8,000 000, *had earned only* $300,000—*a little less than* 3 *per cent. on the capital stock, and altogether they had charged off only* $69,000 *for depreciation. The number of small businesses run on odds and ends or on bank check stubs is amazing*

Providing For Depreciation

Under the heading of Depreciation should be included all items relating to property, furniture, fixtures, and delivery equipment whose inventory value diminishes each year through use, loss of style, etc., wear or damage and which in the course of time require to be discarded or replaced. The percentage amount of annual depreciation for each article or possession will probably vary, being 5% in the case of a possession good for 20 years, 10% in the case of a possession good for 10 years, and 20% in the case of a possession likely to require replacement in 5 years.

A special bank or ledger account should be opened for charges of this sort—a sort of sinking fund account, which can be reckoned as capital. In this way the money necessary for replacing worn out or useless or valueless equipment will be provided systematically, and will be instantly available when needed.

Recording the Items of Cost

The thing remaining is the essential thing—the recording of these costs methodically, fearlessly, and accurately —and in recovering them from sales. This is the hard thing—hard because of the average business man's lack of system, will power, resolution and well-disciplined habits. You can lead a horse to the water, but you can't make him drink. You can show a merchant how to ascertain and recover his selling costs, but you can't make him record and get them back. It is a matter for the individual himself whether or not his performances shall be in accord with his knowledge and conscience. At the same time it is earnestly hoped, now that retailers have been shown how to ascertain, record and recover selling cost, that many of them will become possessed of the purpose, resolutely maintained, to conduct their business intelligently, knowingly, with full light on matters that aforetime may have been hidden in darkness.

Getting a Profit on Effort

In what has been said, the matter of getting a net profit on one's effort has not been considered. Provision has been made for a salary for the proprietor or partners; but the matter of a profit over and above all costs of doing business is a thing by itself. The desired profit—$1.000, $2.000 or so—must be added to the costs of doing business as above defined and elaborated, and the sum of the costs of doing business and the profit on effort desired will give the merchant the full sum he must obtain in a year over and above the invoice cost of goods sold. For calculation purposes the cost of doing business should include the sum one desires as profit on his effort.

Sales Must be Stimulated

But putting down all costs and adding the profit or effort desired is not any guarantee or pledge that the merchant will get this gross sum. To get this sum he must sell enough goods—must have a minimum annual turnover,

STOCK AND HOW TO KNOW IT

You must know your stock and its weaknesses at all times.

You may be passing merchandise through your place of business at a loss.

The only system which successfully stands the test is organized, systematized and daily visualized business.

The wiser the man and the better the institution, the closer is everything watched, and the less guessing indulged in.

The easiest way to take stock is to prepare for it.

and must obtain an advance on invoice cost of goods sold sufficient to give him all costs plus the profits.

Suppose, for example, that the costs and profit, as above set forth, total $5,200 in the year, or a neat $100 a week. Then it becomes clear that the merchant must sell enough goods each week, on an average, throughout the entire year, to give him $100 a week above the invoice cost of his goods. Suppose his average advance on cost is 25%, then it means that his average weekly sales must be $500, of which $400 will represent invoice costs, and the other $100 the gain over cost. $500 a week sales means an annual turnover of $26,000.

If the merchant averages only 20% advance on cost, then it means that to obtain weekly $100 above invoice costs, he must have average weekly sales of $600, made up of $500 invoice costs plus $100 advance. In this case his turnover would require to be $31,200.

So it becomes clear that if turnover (goods sold) falls below $26,000 in the one case, or $31,200 in the other case, the costs of doing business, plus the required profit for effort, are not obtained.

When the merchant perceives in advance—which he can—just how much he must sell yearly and weekly to recover his costs and obtain his desired profit, he knows just what effort he must put forth to keep up sales to the necessary weekly minimum. Certainly he dare not go on, trusting to luck, as so many do; nor will he be content with just hoping and trusting; on the contrary, if he is made of the right stuff, he will speed up his sales and his sales staff, and begin to study his business as never before. He will do his utmost to swell the sales of goods on which he can obtain an advance over invoice cost of 30%, 40%, 50% or more; and he will not be over-eager to spend much time, or have his staff spend much time, in selling goods on which only 10% or 15% or so is obtained over invoice cost. Also, he will not be very enthusiastic about bargain sales or clearance sales when ordinary or regular prices surrender all or nearly all the advance over cost contained in them. Big turnover in which there is insufficient advance on invoice price will look less good than a smaller turnover which contributes an adequate advance over invoice cost.

All this goes to prove that being a real, profit-making merchant is something vastly different from being just an ordinary storekeeper.

Analysis a Secret of Success

Analyze! This is one of the first words to be learned in the language of efficiency. Always it should be remembered that the prudent man who has an ideal record of costs, and applies his knowledge practically, is the one who out-distances all his competitors in the long run. Also, one needs to remember that 90% of the men in business are getting no profit from their effort—this because they are ignorant of, or unwilling to take the trouble to ascertain, the costs of doing business, and whether a profit on top of costs is being earned. The necessary knowledge is so simply and surely possessible and the trouble so very minor, that one wonders why any dealer should continue ignorant or indifferent, especially when ignorance and indifference are robbing him of due compensation or remuneration for the labor and skill required on his part in the conduct of his business and for the risk involved—the risk of his capital.

COMMERCIAL FAILURES

Taking it all round, 1916 was the best business year the United States ever experienced; yet there were seventeen thousand business failures. Compared with twenty-two thousand the year before, this is encouraging; but practically one out of a hundred of all concerns in business failed, and, year in and year out, through good times and bad times, the proportion of failures never varies very far from one per cent.

In only two hundred and sixteen of the seventeen thousand failures did the liabilities exceed one hundred thousand dollars. Nearly all the failures, in other words, were of small concerns.

Credit men assign many reasons for these failures, such as lack of experience, insufficient capital, injudicious extending of credit, overbuying — which merely means unwise buying—and so on. But we venture to guess that one cause was present in nearly all of them, to wit, poor bookkeeping. They did not keep books so as to know exactly what it cost them to do business and precisely how they stood all the time.

We recommend again to every business concern an accounting system that will show costs accurately —Saturday Evening Post.

HOW TIME INCREASES COST

In an eight-hour day you have only 480 minutes. Thus, whenever you waste five minutes you decrease your value 1 per cent. Your stock falls from par to 99 per cent. If you waste 50 minutes your stock falls to 90, and so on. Few of us ever have a day at par. If you borrow $120,000 at 5 per cent. you are paying 4 cents a minute. If your accountant makes a mistake, and you borrow it a day too soon he causes you a loss of $20. Many a business man has gone down to bankruptcy because he did not realize this ruthless persistence of interest. Interest is like the tortoise in the well-known fable—it is slow, but it never stops to rest.—System.

Automobiles Have Helped Out on Farm

Passenger Cars and Trucks a Factor in Greater Production—Any Tax Which Might Hinder Their Use Should be Discouraged.

IN reviewing conditions existing on Canada's farms to-day and prospects for next year's production, F. M. Chapman, editor "The Farmer's Magazine," says in part: "Farm returns for Canada will be seriously lessened in 1918 unless a concerted effort is made to retain on the farm every experienced farmer that was employed there this year. The conditions in the country are such that production is liable to take a decided slump in the wrong direction if more intelligent sympathy with rural problems is not shown.

"Increased acreage was attained in Ontario last year, but against this increase there has been a late harvest, with little fall plowing done. Traction and mechanical power can help wonderfully, and perhaps the move should be made now to assist in the placing of more power machinery at the disposal of farmers early in the season.

"The way auto trucks and small cars have contributed to saving farm crops this year is a feature of note. By the use of delivery trucks and good roads farmers have sent in thousands of tons of foodstuffs that would have been practically wasted otherwise. Any move to tax or hinder their use or the use of small cars on the farms next year will check production by that amount. Mechanical power, in tractors, big implements, automobiles, auto trucks, gasoline engines and pure seed, are going to be powerful agents in boosting Canadian production next year."

Coming from one who has made a close study of farming conditions, these statements should be investigated before legislation is enacted without due appreciation of the auto's worth.

Many daily papers, in advocating a stiff tax on all automobiles, speak without any knowledge of the subject whatever, having given no thought to the real economy effected by the use of autos—the real saving in man power and horse power.

Our Government seems disposed to investigate matters brought before it now before acting, and there is no doubt that a careful analysis will prove the auto's economic worth to the farming as well as the industrial communities.

WILL RELEASE TIN

Release of a great amount of commandeered tin in New York warehouses was recently promised by the Navy Department on representations of the Department of Commerce that private industries would be handicapped seriously by lack of the metal.

$100 Outlay in Toys Bringing Returns

Start in Toys to Hold Trade for Regular Lines—Toy Department of J. E. Letourneau, Hardware Merchant, Montreal, Making Wonderful Strides—Method of Display—The Children Great Advertisers — Already Planning For 1918.

IT requires more than the average display of regular hardware as made in the hardware store window to attract and hold the interest of small boys and girls. There is one line of goods, however, which lends itself well to attractive arrangement and which promises to draw and hold the interest not only of the wee tots but the older boys and girls, too,—that of toys. Toys are made for them, appeal to their juvenile taste and with their gay blending of colors lend themselves to good display. More and more is the hardware man giving attention to the line, and many have already made a success.

One Hundred Dollar Investment to Start

Away from the center of the city J. A. Letourneau of Montreal conducts a hardware business in a district where boys and girls, big and little, form a large proportion of the population. There are seasons of the year when the hardware lines carried are not in as active demand as at others and this resulted in Mr. Letourneau giving some thought as to how business could be stimulated during the late fall. He decided to add a line of toys for the children and being a new venture it was started in a modest way.

About $100 represented the initial outlay and a selection of staple lines was made comprising toy wagons, rocking horses, drums, dishes, mechanical and other toys of the popular priced varieties. This was in the fall of 1916. The line proved popular from the start and has been greatly increased this year.

How Toys Are Displayed

One thing very necessary in the handling and sale of toys is that of display. The Letourneau store has a frontage of some 40 feet and is about 40 feet in depth. There is a partition in the store and on one side the lines of hardware sold are kept and displayed. But when the late fall comes, unseasonable hardware lines are removed to give space for the display of all children's lines including sleighs, skates, hockey sticks and toboggans and room is made for display tables,—on which are shown the various lines of toys carried. Care is also taken to make an early and complete display of toys in the windows and a representative of HARDWARE AND METAL was impressed with the fine showing as seen in the accompanying photo. This occupies at least two-thirds of the available frontage for window display. Mr. Letourneau states that when school is over in particular a most interested crowd of small and big children numbering from twenty to fifty gathers in front of his store during the balance of the afternoon and even at night.

The Children Great Advertisers

"One of the most direct effects," said Mr. Letourneau, "is the value of the advertising done through the boys and girls who examine these toys and report when they go home. Seeing something they would like, they come in and ask the price and then go home and tell all about it." The displays works splendidly and sales are made in increasing volume. A good assortment of toys is carried including various lines of mechanical toys which sell at prices ranging from $1.50, $2, $3, $5 to $15. These lines have become popular, samples being set up and this plan appeals directly to boys of from 7 and 8 to 15 years.

Handling Toys Keeps Trade Active in Other Lines

One of the direct effects of carrying toys as reported to HARDWARE AND METAL representative by Mr. Letourneau is that of holding the interest and trade of old and new customers for various lines of hardware. As stated at the beginning, this departure has served to hold the trade in active buying mood in what would otherwise be a quiet time and those wanting toys will come here and buy, not requiring to go into town. The line helps to maintain a greater in-

(Continued on page 58.)

It is in front of this interesting display that the children gather, absorbing news of things they want, taking that news with them to those who are possible buyers and in this way advertising the store of J. E. Letourneau of Montreal who now has a regular department devoted to toys and believes in showing them in his store window. About two-thirds of the Letourneau store front is given over to window display and in this instance makes a direct appeal to the children. Getting the children into the habit of looking towards your store for the things they want is building for the future

Saving Billions for Uncle Sam

How Committees of Business Men Have Made Great Savings in the Purchase of War Supplies for the U.S. Government—All Contracts Supervised by Experts.

By a Staff Representative at Washington.

WASHINGTON, D.C.—At the corner of 18th and D Streets is a long, low building, with innumerable wings and a general air of intense activity. At any hour of the day the curb is crowded with motor cars of all descriptions, and there is a constant flood of people pouring in and out the main entrance. It stands on a corner of the extensive park system, behind the White House, and the activity which prevails appears a little strange in this usually quiet corner of the capital city.

This is the headquarters of the Advisory Commission of the Council of National Defence. The building is a temporary one, erected in 50 days (as already told) in order to save on office rent. When the war is over it will be torn down and the park around will regain its wonted air of calm composure. In the meantime this building is about the most interesting corner of Washington. Certainly it houses one of the most extraordinary organizations the continent of America has ever seen.

When you get inside, an elderly gentleman takes your card and courteously turns you over to a messenger. He is affable, efficient and extremely busy, and it is interesting to know that he is a retired wholesaler of comfortable means. He has found a way of "doing his bit," and he works steadily from 9 to 5. At various parts of the building are found barricades with ante-rooms for waiting visitors, and other affable old gentlemen are there to see that you are attended to promptly. They may have been bank presidents in their active business days. They also are doing their bit.

The building is made up of small offices with beaver board partitions, and in each office sits a man hard at work on some phase of national organization. All these men have fitted themselves as units in the organization and are cheerfully accepting the unusual conditions entailed. In their own businesses they sit behind mahogany desks, with batteries of secretaries to protect and assist them, for practically every one is or has been the head of some well known business concern. Some of them are giving their whole time at Washington. Others come down for three or four hours a day. All work without a cent of remuneration, and in order to do this many have given up $50,000 salaries.

There are several thousand connected with the organization altogether and only 80 are paid, practically all of the salaried employees being stenographers and clerks.

The most astonishing feature is the discipline that prevails. Bear in mind that each of these men has been the head of some big concern or other, and possesses the matured judgment necessary to perform executive work. Break in on any one of them, however, with a request for information and he will refer you politely to the head of his committee and the chairman in turn will refer you to Grosvenor Clarkson, the secretary of the Commission. Mr. Clarkson is a young man who typifies accurately the popular conception of the American super-business man. He is quick at decisions, dynamic, has his work at his finger tips, knows everything that is going on. Generally he will tell you what you want to know, for the haze of mystery that most Government officials like to wrap about them has been discarded here. Business men are accustomed to working in the open.

The Germ of the Idea

It is impossible to definitely fix the credit for the formation of this extraordinarily useful body. That the idea originated long before the United States entered the war is certain, however. The Chamber of Commerce of the U. S. A. had long been agitating for this. The Chamber is a national organization made up of Boards of Trade and Chambers of Commerce and trade organizations of all kinds—manufacturers, wholesalers and retailers. Its membership runs close to the half million mark, and it, therefore, represents in a national way, and a very thorough way, the business men of the country. The Chamber of Commerce was early in the field with an agitation for national defence measures and for the co-ordination of Government with business. On April 8, 1916, a questionnaire was sent out to all members on several vital points and very decided verdicts were secured. The vote, by organizations, went 911 to 45 in favor of National Preparedness and 924 to 46 in favor of the formation of an Advisory Commission of business men.

Unquestionably the unanimity with which the business men of the United States demanded national preparedness had much to do with the legislation which shortly afterward came before Congress. In June, 1916, the Army Appropriation Bill contained a provision for the formation of the Council of National Defence, made up of six members of the Wilson Cabinet, and for an Advisory Commission to be made up of seven prominent business men. It was not until early in 1917, however, that the organization was actually completed and the work started. It needed the impetus of American participation to start the wheels to turning.

About one thousand business men in all were brought into service. Committees and sub-committees were appointed, until it was felt that each essential branch of industry had been covered. The work of these committees was, briefly, to organize the industries, to gather complete information, to advise the Government in the matter of war orders, to improve specifications, to assist in releasing men for service.

The Results Achieved

A summary of what the committees actually accomplished is shown elsewhere. This summary is, after all, a colorless statement to cover the tremendous work that was done, the miracles of organization that were consummated. It indicates, however, that the achievements of this voluntary body were considerable.

Perhaps the most tangible result was the economy effected in the purchase of war materials. It has been an accepted principle always and everywhere that any private person or corporation selling anything to a government is entitled to gouge that government unmercifully. The tendency has been aggravated by our system of party government and the accompanying evil of party patronage. Where government orders go to party supporters there is redoubled chance for profiteering. Certainly governments have always had to pay twice over and the people have footed the bills generally without a murmur.

The Advisory Commission decided that the time had come to stop all this. Instead of paying fancy prices for everything, the government was going to insist on rock bottom prices. Profits enhanced by war conditions were going to be squeezed out.

They met one day to get this principle imbedded and to decide on a line of campaign. The Commission is composed as follows: Daniel Willard, transportation and communication (president Baltimore & Ohio Railroad), chairman.

Howard E. Coffin, munitions and manufacturing, including standardization and industrial relations; vice-president Hudson Motor Co.

Julius Rosenwald, supplies (including clothing), etc.; president Sears, Roebuck & Co.

Bernard M. Baruch, raw materials, minerals, and metals; banker.

Dr. Hollis Godfrey, engineering and education; president Drexel Institute.

Samuel Gompers, labor, including conservation of health and welfare of workers; president American Federation of Labor.

Dr. Franklin Martin, medicine and surgery, including general sanitation; secretary General American College of Surgeons, Chicago.

A Precedent Needed

They got around a long table in a small temporary office in Washington

and "Dan" Willard—big, forceful, sparing of words—laid down the principle on which they would need to work.

"A precedent," he said. "That's what we need. If we can get one deal over on the right lines, it will drive the fact home that war orders are to be put on a new basis."

They talked it over carefully. One can imagine them as they sat around the table, "Dan" Willard at the head; "Barney" Baruch, equally massive and affable, but efficient to the last degree; Julius Rosenwald, keen, incisive, with a mind that is razor-sharp; Samuel Gompers, quiet, impressive, almost infallible on matters he understood. These men were engaged on the task of saving billions for Uncle Sam.

The need for a coup was unanimously accepted and the rest looked to "Barney" Baruch, as Chairman of Raw Materials, for the word as to where the effort should be made. He turned it over in his mind carefully.

"Copper," he announced, finally.

So copper was decided upon. The government needed an almost unlimited supply and copper was both scarce and high. It was an ideal place to strike—but a difficult one. However, the big copper men responded to an invitation to meet at Washington and there went into session with the Advisory Commission.

What transpired at that meeting will probably never be known but when the conference broke up the Government had put through a deal for 45,000,000 pounds of copper at less than half the market price. A saving had been made of $10,000,000.

The copper deal had exactly the effect that had been hoped for. The news penetrated business circles like an electric shock. Here was something entirely new—profits being shorn away from war orders, business putting patriotic motives ahead of profits! Men started to think, to revamp their ideas of what constituted patriotic duty. It is safe to say that men engaged in filling war orders have approached the price problem in a different frame of mind ever since that magnificent deal in copper was made. Ship plates selling at $160 a ton have been purchased by the government at $58. That is just one sample of what has occurred. Dozens of others could be quoted.

The Cantonments

The great test of the usefulness of the committees came when the cantonment question arose. Uncle Sam had a million or more troops to go into camp, and the securing of the multiplicity of supplies needed was a gigantic task. Practically every contract for cantonment equipment was let on the advice and recommendation of advisory committees. It would be impossible to compute the time and money saved through the work of the experts who guided the inexperienced hand of the Government in creating the cantonments.

Just for Instance—Take Duck

The point can best be driven home by telling of a single instance. Take duck for tentage.

It was necessary, of course, to have tents for the men, and the matter of duck for tentage was a very important one. What was the dismay of the Government purchasing agents when they found that they could obtain practically no duck at all! In the first place, the manufacturers of the various varieties of duck were literally suffocated with orders and could not see how they could produce another square inch. In the second place, none of the duck being turned out was quite suitable for the Government specifications for tentage. Here was a hot potato for the purchasing agents to handle! They promptly turned it over to the Advisory Commission. It gradually sifted down to a special committee.

The personnel of this committee was a particularly fortunate one. At the head was A. L. Scott, president of Lockwood, Greene Co., who knows just about everything there is to know about cotton. He might almost be termed an architect of the cotton industry. A manufacturer aiming to start a new cotton mill can leave everything connected with the matter in Mr. Scott's hands—selection of site, purchase of plant, installation of same, planning of sales policy, everything in fact connected with that new business, even to the raising of capital. So it follows that Chairman Scott knew considerable about duck.

With him was the retired president of a large cotton mill, who was relied upon for expert information on matters pertaining to waterproofing—an important feature of duck for tentage. There has always been a great deal of mystery about waterproofing. Each manufac-

WHAT THE BUSINESS COMMITTEES ACCOMPLISHED FOR UNCLE SAM.

The very general acceptance by labor and capital of the suggestion of the Council that existing labor standards should not be changed until the need for such action had been determined by the Council, with the steadying influence on industry growing out of such action.

The procurement of raw materials for the use of the military and naval forces of the United States at prices greatly below the current market price, this being made possible by enlisting the patriotic co-operation of industrial leaders.

The completion of the inventory, for military purposes, of American manufacturing plants.

The saving to the Government of millions of dollars by the proper co-ordination of purchases through the agency of the General Munitions Board of the Council of National Defence, this board being later absorbed by the War Industries Board.

The organization of the agricultural newspapers to work in conjunction with the Secretary of Agriculture for greater and more efficient production.

The mobilization of the 262,000 miles of railroads of the country for the Government's defence.

The close-knit organization of the telephone and telegraph companies of America to insure to the Government the most rapid and efficient wire communications.

The creation, under the Medical Section of the Council, of a General Medical Board, consisting of many of the most highly qualified surgeons and physicians of the country.

The selection by the same section of thousands of doctors specifically qualified for membership in the Medical Officers' Reserve Corps, and the standardization, far on its way to completion, of surgical instruments and supplies.

The creation by the Council of the Aircraft Production Board, which developed the Liberty motor, and which, in co-operation with the U.S. Signal Corps, is setting out to establish a great American air service at the earliest possible moment.

The results obtained by the Council's Committee on Coal Production in the procurement and expeditious shipment of coal, both in the civilian and federal interests.

The saving to the Government of millions of dollars through the application by the Committee on Supplies of the Council of the most modern business methods in the purchase of supplies for the War and Navy Departments, largely through the elimination of middlemen.

The work performed by the Council's Committee on Emergency Construction and Contracts in enlisting the best building and architectural experts of the country for the erection of the cantonments for the national army. In this they were greatly assisted by Canadian experience.

The successful initiation of a movement to co-ordinate activities on the part of the states of the Union for the national defence, brought to a clear and workable focus by a conference of states held in Washington, at the call and under the auspices of the Council, which movement has reached a high point of organization under a special section.

The organization of a railroad committee which was sent to Russia.

The enlistment of reserve engineer regiments to aid in rehabilitating the railroads of France.

The creation by the Council of the War Industries Board to assume the duties formerly discharged by the General Munitions Board, and to act in addition as a clearing house for the war industry needs of the Government. Under this board are handled vital war matters having to do with raw materials, finished products, and priority. A commission of this board is authorized to arrange purchases in accordance with general policies formulated and approved. The board recently made the arrangements with the copper and steel producers to fix the price for their commodities, announcement thereof having been made by the President.

The carrying on by the Commercial Economy Board of the Council, with the co-operation of the business press, merchants, manufacturers, and consumers at all points, of successful campaigns for conserving wheat, wool, and other commodities in which there have been shortages and for reducing the amount of labor employed on non-essential services in trade.

The creation by the President, at the request of the Council, of a labor commission to aid in the adjustment of social and labor disturbances throughout the country, particularly in the Western States.

The creation by the Council of a Woman's Committee, which is enlisting the woman power of America for the prosecution of the war.

The pronouncement by the Council through the Secretary of War, its chairman, of a policy to the effect that all effort should be centered to help win the war, this pronouncement having been made in response to queries as to the attitude which should be taken relative to improvements, public and otherwise, involving large construction work.

The creation, in little more than 30 days, through the Automobile Products Section of the Council and the Society of Automotive Engineers, in co-operating with the Quartermaster's Department of the army, of the standardized U.S. heavy-duty war truck.

The mobilization, in short, of the industrial forces of the country for war, the act of Congress creating the Council having made it mandatory upon the latter to bring about "the creation of relations which will render possible in time of need the immediate concentration and utilization of the resources of the nation."

XMAS WINDOWS THAT DRAW TRADE

With the rapid approach of Christmas, plans are being carried into effect to increase the efficiency of the sales program of the retail hardware store. The window display is one of the most important features to be considered and the Christmas window display reproduced above carries a wealth of practical suggestion which can be utilized at this season of the year. The arrangement of the display should be such that "selling force" and "pulling power" predominate. It is to assist the retailer in attaining this desired result that this and other window displays will be shown.

turer has had his own special processes and devices, and he has guarded them with the jealousy of a Midas. Well, this man knew as much about waterproofing as any man in the Union. Then there were several buying experts—men of long experience and tried probity.

So it was a compact and shrewd committee that took up the problem of finding tents for the new army.

The first thing they did was to get complete information as to the number and capacity of the looms in the country. Then they summoned, first, the tire duck manufacturers to Washington to talk the situation over. The tire men, six in number, came down.

"How much can you give us?" asked Scott.

The six in concert voiced the impossibility of doing anything. They were loaded up with orders as it was and the tire people were pressing them hard. Their plants were running at top capacity as it was. However, it developed that the spring—this was in early spring—was the rush season. There was a certain amount of relief toward fall and through the winter.

"Well," said Scott, "we'll let you off with 25 per cent. of your output. We've got to have that. You can make it up by continuing your spring rush right through the year."

"But we can't make the duck according to your specifications," they protested. "You need it in 30¼ in. widths. We can make only 60½ in. and 90¾ in. widths."

"That is our problem," replied the committee. "You give us a quarter of what you make and we'll find ways and means of adapting it."

The tire men promised and departed. Next came the carpet manufacturers, and the committee met them with a stiffer proposition still. Carpets are not so essential in war times as tires, so 40 per cent. of output was demanded. The carpet men finally consented to this. Mind you, the committee was acting without any power of compulsion whatever. They had to do everything by persuasion.

Then they got together and studied the specifications for army tents to see how 60½ and 90¾ duck could be made to fill in where 30¼ was needed. Certain changes in the specifications were finally evolved which made this possible, and to which the War Office consented. When the duck began to arrive from the manufacturers it was thus found possible to make use of it.

And in due course tents were provided for 500,000 soldiers!

What Lack of Co-operation Meant

This incident is typical of the kind of work the committees were doing all

(Continued on page 46.)

EDITORIAL COMMENT

GOVERNMENT USES "HARDWARE AND METAL"

IN the Seventh Annual Report on Wholesale Prices in Canada, a book of 295 pages, just issued by the Department of Labor, HARDWARE AND METAL has again been taken as the authority on prices covering iron and steel products, glass, oils and general lines of hardware. There were 52 groups of prices taken from our market quotations which covered references to 624 individual prices. This more than doubles the references on hardware products made from all other sources, including trade papers, manufacturers or dealers.

Every care is exercised in securing these reports and their accuracy is fully testified to in their continued use by the Dominion Government in preference to all other sources.

Retail merchants have in HARDWARE AND METAL'S market reports the most up-to-date quotations at all times, secured from authoritative sources and revised up to the minute of going to press. With the coming of stock-taking time, the information contained in our Weekly Hardware and Paint Market Reports will further prove its value to the retail hardware man in checking present-day costs against purchases.

OUR PRESENT AND FUTURE DUTY

FINAL reports coming to hand indicate that over $408,000,000 has been subscribed to Canada's Victory Loan. The Dominion has done what was expected of it, and, having assured the twofold success of the Victory Loan, may now turn to other than financial efforts with renewed energy and corresponding but long looked for success.

Much stress is laid by present-day economists on the necessity of being prepared for the era of reconstruction following the war, but these are all based on hypotheses of a more or less personal nature, and influenced entirely by the side of the opposing forces to which the theorist is allied. It is presumed, no doubt rightly, that industrial activity will continue unabated till desolation and destruction are replaced by habitation and production, but,—that which is destroyed in a day cannot always be replaced in a day, and what is more to be considered, as the war with its tremendous expense drags on, is,—the cost of the war will not cease when the last gun is fired.

Great as will be the benefit to our country through the splendid efforts of all in making the loan a success, its effects on our national and individual policies in the future will be still greater, less spectacular, but more lasting, a constant reminder and incentive to each one of us that the best and only the best of what is in us must be given freely to justify the unparalleled safety and immunity in which we go about our business.

Efficiency, that oft-quoted word worn threadbare in its meaning through misuse and overuse, must become the motto of each bondholder. Production, not profits, must know no limits if our nation is to become an Apollo and carry its share of the world's burden in years to come. Credit sufficient to restore civilization to some semblance of its former self must be given and accepted freely by all, and the manner in which labor plays its part during the next decade or two will in large measure determine the rapidity and thoroughness of the world's recovery.

The necessity for proper government control of Victory Loan bonds will therefore be evident, in view of the number and disposition of individual subscribers, and the efforts of unprincipled parties to pull off profits through unscrupulous market manipulation cannot be too strongly condemned, especially in the interests of future loans. The faith of the small investor must remain unshaken always, and if such an undesirable development is permitted to occur, and small investors, who have been argued into buying by the assurance that they can get their money back at any time, find that they have been deceived. it will mean that many new investors will receive such a bad opinion of government bonds that they will not buy again.

The remedy is easy,—a prohibition of the sale of bonds under a certain fixed minimum. This regulation could be enforced as a war measure and it would work no hardship to anyone, except perhaps the unpatriotic few who have declined to buy now in the expectation that they can pick up the issue at bargain levels a little later on.

A WORD FOR CANADA

IT IS rather astonishing how some people delight in decrying the country in which they live. For instance take this little "brief" from the Toronto *Globe*: "The United States is preparing to call out its

second draft, while some Canadians are agitating to prevent Canada calling out her first."

If that were a true statement of facts no one could quarrel with it. The United States may very probably be preparing to call out her second draft, but Canada had sent nearly half a million of men before a draft was dreamed of. The United States has up to the present lost three soldiers in their fighting in France. Before Canada had been in the war as long as the United States her dead were dotting the fields of France in thousands.

No one would depreciate the great things that the United States is doing. But Canada has already done great things, and until the United States has recruited five millions of men and has the better part of them in France there will be no just reason for throwing her activities in the teeth of the Canadian people.

SHIPBUILDING ACTIVITIES INADEQUATE

THE first annual report of the United States Federal Shipping Board indicates that the present powers of the latter are totally inadequate to meet the existing ocean freight service emergency arising from German submarine activity. Additional powers, it is claimed, are necessary, so that control may be had of ocean freight rates, and the regulation and supervision of shipping generally. The Board declares that not the least of the problems confronting it is the threefold one of getting, keeping and training men for their respective tasks and duties.

Vessel tonnage of mammoth quantity is under construction and on order on or near every waterway, lake and ocean coast of the United States and Canada, yet there is little doubt that the work as a whole is not marked by that progress which is so desirable, because so urgent. The frank statement by the Shipping Board of its inability to cope with the situation without extended powers is in no sense a confession of weakness, rather is it a warning, originating from expert conviction to those whom it serves, that measures more drastic be enacted and become operative without delay.

COPPER SITUATION EASIER

THROUGH the activities of the Copper Producer's Association an agreement with the Government has been reached whereby the small users will be able to secure some copper supplies in less than carload lots through the usual channels. Producers will be permitted to sell a limited amount of copper to metal merchants who have been in the habit of supplying that trade for resale, under certain restrictions, in small lots. The War Industries Board has named certain conditions and restrictions upon which copper can be sold to distributors and has also approved such distributors or supply houses who can be relied upon to carry out the agreement.

The *American Metal Market* comments on the present situation as follows:

"The announcement of September 23rd recited an agreement between the Government and the copper producers which contained among other things the condition that the copper producers were to take the 'necessary measures under direction of the War Industries Board for the distribution of copper to prevent it from falling into the hands of the speculators who would increase the price to the public.'

"In fulfillment of that part of the agreement the producers were selling all copper with severe restrictions against re-sale under any terms and conditions whatsoever, and this naturally brought up the problem of the retail distribution of copper in less than carload lots. In order to provide for this retail distribution an exception to the conditions as expressed in the original agreement was authorized, under which copper sold by the producers at 23.50c may be resold by jobbers in less than carload lots at 23.50 plus not over 5% or 24.67½c."

KEEP YOUR WINDOWS PULLING

THE owner of a large chain of stores recently remarked that he would rather have a manager who would keep his windows always pulling trade than one who could make an exceptional effort every once in a while and make a really artistic display. The bigger the store the more the emphasis is laid on the value of window display. It has been proved time and again to be the big selling force of the store. Yet some merchants neglect their windows entirely, or spend only a few moments in filling them full of an uninviting list of goods. No merchant can afford to save time on his windows; to do so is to lose money.

MAKE YOUR WINDOWS SALESMEN

ALREADY we are having indications of the interest that is being taken in the Christmas window displays. We have had a number of requests for numbers in which displays have appeared, an indication that these are going to be used as a basis for other windows. We are also receiving word that many merchants contemplate entering this competition.

Keep this matter at the front of your mind and see what you can do to make the most attractive window that has ever graced your store.

There is more selling punch in a good window display than most merchants realize, there is more than is to be found in almost any agency of the store. More especially is this the case at Christmas time, when people are on the streets looking for things to purchase. To fail to take advantage of this great opportunity is to throw away your best selling appeal. Make your windows salesmen, and having so made them, have them photographed and enter them in our Christmas window contest.

Western Salesmen in Convention

Representatives of Sherwin-Williams Co. Meet in Winnipeg—Western Spirit of Enthusiasm in Evidence—"At Home" Ends Proceedings.

THE western representatives of the Sherwin-Williams Co. of Canada, Ltd., recently held their annual convention at the company's offices in Winnipeg. The convention room was very tastefully decorated, a great many exhibits being arranged around walls.

The meeting was opened on Monday with Mr. Fallis, manager of the western division, taking charge. The figures for the year were gone into very carefully and the reports as read by Mr. Fallis proved very pleasing, and confirmed the good work which everyone connected with the organization felt the western division were doing. Throughout the meetings the western spirit of enthusiasm prevailed.

For the coming year the representatives feel that the new lines which they have to offer, backed by the advertising campaign outlined for the entire range of their products, should assist them in carrying the western business through in a flourishing condition.

The convention lasted until Thursday evening when it was brought to a close by an At-Home, held in the offices and plant of the company. The At-Home took the form of a concert with a special orchestra; following the concert an impromptu dance was run. The employees and a number of guests who were invited, totalling in all about two hundred and fifty, spent a very enjoyable evening.

The optimism and enthusiasm shown by the representatives made one feel that there should be a banner year during the coming season for the Sherwin-Williams Co., western division.

P. D. McCALLUM

One of the representatives of the Sherwin-Williams Co. in Western Canada. Mr. McCallum earned first place among the salesmen in Western Canada, having the largest number of sales and increases over the previous year. His sales of barn paint eclipsed those of the salesmen in any part of the Dominion.

Retail Hardware Expenses

THE question of what constitutes expense and what this percentage should be on sales is a question which is ever before the retail merchant and never fails to bring out some interesting development. It usually comes in for consideration at all gatherings of hardwaremen, whether in conventions or just in the casual discussion of business when three or half a dozen merchants get together.

F. L. Macomber, vice-president of Hibbard, Spencer, Bartlett & Co., wholesale hardware, Chicago, has sent in an expense leaflet which is distributed to any of their customers desiring enlightenment on this subject and in commenting on same says in part:

"The retail hardware merchants do not follow any standard plan of bookkeeping. Many of them keep no books. There is no systematic method of collecting data from those who do. Therefore, it cannot be claimed these figures are anything more than a careful estimate. It is our judgment they are not far out of line with the actual average experience of hardware retailers.

"Many thousands of these leaflets have been mailed to our customers. Upon learning a customer's expenses are excessive, it is our usual practice to call his attention to this leaflet. Large numbers of the leaflets have been supplied to merchants newly embarked in business.

"If a merchant is extravagant in his expenditures, this table serves to warn him of the fact and we do not think there can be any doubt that its wide circulation will help to bring about better business methods."

The leaflet itself which carries the heading "Retail Hardware Expenses" is reproduced herewith and should form a basis on which hardwaremen in computing their year's figures, as they will soon be doing, can see in what respect, if any, their figures are high or low.

Retail Hardware Expenses

In a prosperous retail hardware store, what expense disbursements are permissible?

The question has so often been asked of us, we believe our customers will be interested in the following table recently compiled from the experiences of a large number of merchants by "System," a well known business magazine.

The percentages are based on sale prices, not on the cost of the goods. They do not include freight and cartage, interest on investment, losses from declines in prices or gains made through cash discounts. "Salaries" includes the salary of the proprietor as well as the employees.

The figures in the second column represent the expenses, at these ratios, on an annual business of $20,000.

	%	
Rent	3.41	$ 682.00
Salaries	10.11	2,022.00
Advertising	1.12	224.00
Heat and light	.43	86.00
Delivery	.91	182.00
Supplies	.60	120.00
Insurance and taxes	.99	198.00
General expenses	1.01	202.00
Depreciation and shrinkage	.52	104.00
Bad debts	.31	62.00
	19.41	$3,882.00

A reasonable selling price, of course, makes proper allowance for the cost of goods, freight, cartage, all of the expenses above enumerated, suitable interest on the capital investment, interest on borrowed money and losses (if any) through declines in prices.

"THE LAST MAN TAKES THE CLOCK"

About thirty-two years ago fifteen employees of The Stanley Works chipped in and bought a clock for old Dept. 3. Up to a few days ago this clock was being used in Dept. 30. Then, as even the best of clocks will do, it stopped. When it was taken down to be repaired the following was found written in lead pencil on the back:

"February 1st, 1886—The last man that goes takes the clock."

Below the inscription was a list of the men who had clubbed together to buy the clock almost a third of a century ago:

Many of these men are now dead. Only two are still with the Company: J. Meehan, who is now foreman of Dept. 42, and J. Dunlay, who is now foreman of Dept. 3. The ownership of the old clock, after thirty-two years, has narrowed down to them.—From "The Stanley Workers."

George Butler & Co., Ltd., of Trinity Works, Sheffield, and 62 Holborn Viaduct, London, cutlers, state that they cancelled their Canadian agency on the 30th November and until further notice will have no representative in Canada; but have stated that they are keenly interested in the Canadian market and will give to Canadian enquiries addressed to them at Sheffield every possible attention.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DAD'S ELECTRIC LANTERN

Dad's Electric Lantern, made in fifteen different styles, is being introduced to this market by Canada Dry Cells, Limited, Winnipeg, the makers of North Star Cells. The fifteen different styles are made for various purposes, No. 1, 2 and 3 being for hunting, camping, fishing, canoeing, frog-shining, photography, and all general utility hand lantern uses. Styles 10, 11, 12, 13, 14, 15, 16, 17, 30, 31, 32 and 33 are for bicycles, buggies, motorcycles, wagons, automobiles and other land conveyances, boats, water craft or vehicles.

The following facts concerning Dad's Electric Lantern have been enumerated by the manufacturers as making a special appeal to farmers: no chimneys to clean, no dangerous matches, no explosive gasoline, no greasy kerosene, no ill smelling carbide, no disagreeable odors, no dirty black wicks, no heat and smoke, no trouble and attention, no soot, grease,

Dad's Electric Lantern.

grime, no globes that break, no empty oil lanterns. It is claimed by the manufacturers that when used in the ways and purposes that the average lantern is intended, Dad's Electric Lantern will give light for weeks on one set of fresh high grade dry cells. These lanterns are equipped with adjustable reflectors and bulbs which, it is stated, allow the user to focus light any way to suit.

RADIATOR AND ENGINE ROBES

The "Jack Frost" Robe made by the J. P. Gordon Co., Columbus, Ohio, is a practical item of equipment for winter driving. It is stated that it is so made that the curtain over the front of the radiator may be adjusted to any weather condition and closed entirely when the engine is not running and when closed it will keep the engine and the water warm for several hours.

The Gordon "Jack Frost" Robe is made in two parts, a jacket with curtain that completely covers the radiator and a robe to cover the hood. It is claimed it is just as easy to raise the hood with the robe on as without it. Secure and convenient fastenings hold both parts in position so they cannot be blown off or worked loose by vibration.

Radiator and Engine Robe.

The materials used for better grade is artificial leather and for the cheaper one a special enamelled cloth. Both are lined with heavy heat retaining material.

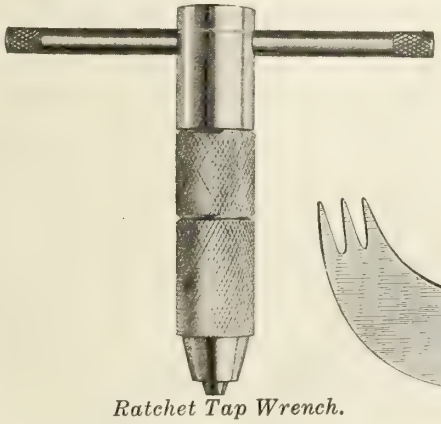
The Gordon Co. manufacture "Jack Frost" Robes in the divided curtain style for every American made car and also a special one piece curtain for Ford cars which rolls from the bottom up and thus in no way interferes with cranking the engine.

RATCHET TAP WRENCH

The Moss-Ochs Company of Cleveland, Ohio, has recently placed on the market a new ratchet tap wrench, in two sizes: No. 1 holds taps from 0 to ¼ in. and No. 2, ¼ to ½ in.

It is made with a sliding T-handle, which, it is stated permits its use in the most difficult corners.

The handle may be held centre by



Ratchet Tap Wrench.

means of a dog which automatically fits in a milled flat surface of the handle. It is claimed that adjustment can be made immediately to either right or left ratchet or rigid by turning a knurled sleeve.

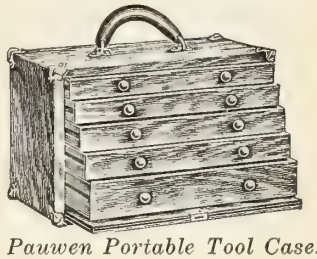
The chuck and ratchet are said to be carefully hardened and all other parts substantially made, insuring unusual durability.

PORTABLE TOOL CASES

Solid quartered oak and imitation black seal grain leather are the two finishes used for each style of the Pauwen portable mechanic's tool cases now being marketed by Bernard Pauwen & Co., 56 E. Randolph St., Chicago. It is stated that the covered cases are made of thoroughly seasoned lumber, fronts of drawers and inside of cover being made of solid quartered oak.

Oak cases are made with solid quartered oak frame, fronts of drawers and cover of same material.

All cases have solid brass corners, solid brass lock, heavy leather handle,



Pauwen Portable Tool Case.

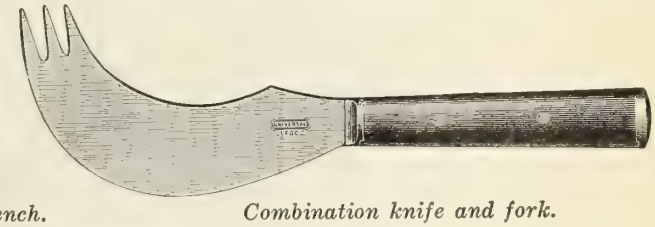
and bottoms of drawers are lined with heavy felt.

Cover of case fits in groove, and slides under bottom drawer when case is in use.

It is claimed the use of these cases will prevent damage to tools and their convenience for tool makers and mechanics is very marked.

COMBINATION KNIFE AND FORK

Landers, Frary & Clarke, Ltd., of New Britain, Conn., through their Canadian agency, A. MacFarlane & Co., Montreal, are placing on the Canadian market a new line in the shape of a knife and fork in one piece for a one-handed man. The



Combination knife and fork.

blade is heavy and the cutting is done by bearing down on it with a rocking motion. This combination knife and fork is being used quite extensively by the soldiers who have returned from the front with only one arm.

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto, Ont.—J. O. Smith & Son have dissolved, Wm. R. Smith retiring.

Rocanville, Sask.—H. W. Webb, hardware, has sold to W. A. Gabb.

Estevan, Sask.—P. C. Duncan & Co. have sold out to W. R. Whitby.

FIRE LOSS

Brantford, Ont.—Chas. Lake, brass foundry, suffered fire loss.

TRADE NOTES

Ottawa, Ont.—McDougal's Ltd., hardware, is undergoing extensive alterations and additions.

ADDITION TO PLANT

The McFarlane Mfg. Co., Toronto, formerly McFarlane Ladder Works, have just completed the new wing to their plant, which give them an addition of about thirty-five per cent. more floor space. They anticipate extending their line in the near future.

PERSONAL

A. A. Bolen, general merchant, of Corbetton, Ont., visited Toronto during the week.

J. Umphrey, of Udora, general merchant, made a business trip to Toronto during the week.

William Suggett, general merchant, of Valentia, Ont., spent a day in Toronto during the week.

James Dandie, hardwareman, of Streetsville, Ont., spent Tuesday of this week in Toronto on business.

A. B. Danube, of Font Hill, hardware dealer, was in Toronto on Tuesday of this week on a business trip.

B. J. Lanigan, secretary-treasurer of the Calgary Iron Works, was married recently to Miss Winnifred Colgan.

F. C. Carman, of Canada Dry Cells, Ltd., Winnipeg, has returned to headquarters from a trip to the Coast.

J. Robinson, general merchant, of Cookstown, Ont., spent a day in Toronto on business during the past week.

W. Al. Treat, representing the Chicago Spring Butt Company, was in Toronto calling on the trade on Thursday of last week.

Maurice B. Shyne, sales manager, Peterboro Lock Manufacturing Company, has returned from an extended business trip through Western Canada, taking in the cities of Vancouver and Victoria. Mr. Shyne reports business conditions good in British Columbia and the outlook promising.

David Brewer, representing the Landers, Frary & Clark Company of New Britain, Conn., made his rounds of the wholesale hardware trade in Toronto during the week.

W. N. McNeil, of Chicago, representing William Vogel & Bros., of Brooklyn and Chicago, manufacturers of oilers, visited Toronto on Tuesday of this week.

Charles Fairbairn, general merchant, of Brown Hill, Ont., visited Toronto during the week.

ST. JOHN, N.B. NEWS

John W. Gill, formerly employed with W. H. Thorne & Co., is reported from France suffering from shell shock.

Gunner John Henry Lawson, formerly of the office staff of T. McAvity & Sons, has been reported killed in action on November 6.

Leon Chester Vincent who has died of wounds in a London hospital was employed with T. McAvity & Sons before enlisting.

Ira Cornwall White, of the staff of Emerson & Fisher, was united in marriage to Miss Hazel Frances Bezanson in Trinity Church this week.

All the leading hardware stores in St. John signed the agreement to invest the entire proceeds of their cash sales on Friday, Nov. 30, in Victory Bonds, in addition to their previous subscriptions.

Adjustment of the loss incurred when the premises of Foster, Robertson & Smith's hardware establishment, Dock Street, was visited by fire last week showed damage much less complete than had been anticipated. The award agreed upon was approximately $35,000.

John Keeffe, St. John manager for the James Robertson Co., Ltd., has been forced to resign from the exemption tribunal on which he was serving, owing to the pressure of business. In accepting the resignation, Judge Armstrong paid a high tribute to the way in which he had carried on the work.

NEW CORPORATION FORMED

The Silvex Company Reorganized and Reincorporated. $2,000,000 Corporation Formed.

The Silvex Company of Bethlehem, Pennsylvania, manufacturers of Bethlehem Spark Plugs and other automobile accessories have announced the formation of a new corporation under the laws of the State of Delaware, capitalized at $2,000,000 which will be divided equally in an issuance of $1,000,000 common and $1,000,000 preferred stock. The new board of directors includes:

E. H. Schwab, president; J. H. Ward, E. B. Turn, W. M. Davidson, and W. H. Lumpkin, all of Bethlehem.

This company will shortly move into its new quarters—a modern concrete and steel factory that has been outfitted throughout with new machinery, deliveries for which were contracted for a year back.

It is reported that the increase in capital and facilities has been necessitated by demand for this company's products—particularly spark plugs for use in the various types of aviation motors now being developed.

CREATES EXECUTIVE POSITION

To take care of its increasing jobbing business, the McGraw Tire & Rubber Co. has appointed R. G. Nelson, superintendent of districts. In this capacity Mr. Nelson will have general supervision of all district offices, and will spend most of his time in sales promotion work. C. E. Humphrey, former St. Louis district manager assumes duties of assistant sales manager with headquarters at East Palestine. R. J. Delavan, who has been serving the company as special representative becomes St. Louis district manager.

VETERAN TRAVELLER INJURED

Wm. Jeffrey, one of the veterans of the McClary Mfg. Co.'s travelling staff, is confined to his home, 141 Douglas St., Stratford, Ont., as a result of a mishap at Orillia. Mr. Jeffrey was leaving the bus early Friday morning when his heel caught in the support of the bus step with the result that his ankle was badly sprained. This will necessitate Mr. Jeffrey giving up his duties for a few weeks.

INDUSTRIAL NOTES

Toronto, Ont.—Canada Metal Company is erecting an iron and steel warehouse at its plant on Fraser Ave.

Copper Cliff, Ont.—The Canadian Copper Co. are having plans prepared for $10,000 one-storey brick machine shop.

Toronto, Ont.—The Dunlop Tire and Rubber Co. have been granted a permit to build an addition to the power house on Booth Ave., to cost $5,500.

Niagara Falls, Ont.—The building at Niagara Falls, jointly occupied by the Davis-Bournonville Co. and the Davis Acetylene Co., has been taken over by the former company and will be operated exclusively for the manufacture of oxy-acetylene apparatus for the Canadian trade.

Reorganization of Hamilton Company

Dowswell, Lees & Co., Ltd., Succeed Cummer-Dowswell, Ltd., at Hamilton—Addition to Plant Completed.

DOWSWELL, LEES & CO., LTD., have succeeded Cummer-Dowswell, Ltd., in the manufacture of washing machines and clothes wringers at Hamilton, Canada. The new organization will have at its head Geo. B. Dowswell as president, an office he has held with the former company for over twenty years.

The directors of the new company will be Geo. B. Dowswell, president; Fred Dowswell and Herbert S. Lees, vice-presidents; Geo. H. Lees; and F. T. Bain, secretary.

It is intimated that new aims and new objectives have been incorporated in the policies governing the future of the organization which will do much towards increasing the efficiency of the service rendered.

It is almost forty years, to be exact 1878, since the first Dowswell washing machine was manufactured and at that time the plant was very small in comparison with the present quarters. The original plant was about 30 x 100 feet, but with the continued growth of the business, it has been found necessary to extend the manufacturing facilities until with this year's additions there is a total floor space of about 100,000 square feet.

The first line of washing machines manufactured was the rocker type, and even to-day there is a sale for this line. The wide range of types now being manufactured covers hand and power machines, the power ones being operated by a gasoline engine or electricity. A big line of clothes wringers is also manufactured by the company.

THREE FIRMS AMALGAMATED

International Business Machines Co. Launched To Take Over Two Toronto and one Montreal Firm

As result of an important industrial amalgamation recently effected, the International Business Machines Company, Ltd., has been launched with a capital of $2,000,000. The new concern will take over the plants and stocks of the International Time Recording Co. and the Computing Scale Company of Toronto, and the Canadian Tabulating Machine Co. of Montreal. The operations of this latter concern will be transferred to Toronto. A great saving in the cost of management and operation is aimed at by the bringing together of these three companies. Thomas J. Watson will be the president of the new combination and F. E. Mutton the vice-president and general manager. J. S. Ogsbury is the secretary. L. A. Davidson has been appointed sales manager for the scales division and S. G. Bond of Montreal will have charge of the tabulating section. The company has $100,000 available for immediate expansion and will employ 500 men at the outset.

CATALOGUES and BOOKLETS

NEW FOLDER ISSUED

"The Selection and Care of a Grindstone" is the title of a new folder just issued by the Cleveland Stone Co. of Cleveland, O. Points in connection with the selection, care and use of grindstones are outlined under the following headings: "Something About Caring for Grindstones," "Grindstone Selection and Service," "It's in the Grit," "Efficient Grinding," "Water—Plain Water," and "Grindstone Grit and Speed." Copies will be mailed on request.

THE STANLEY WORKERS

The Stanley Workers is the title of a semi-monthly bulletin issued by the Stanley Works, New Britain, Conn., and being sent to the members of their staff who have left their employ to fight for Uncle Sam. News of the doings of the staff at home and extracts from letters of the boys in training are reproduced.

"STONE WHITE" REFRIGERATOR BOOKLET

A neat white booklet on "Stone White" refrigerators has just been issued, which gives information about the "Chest with the Chill in it" made by the Maine Manufacturing Company, Nashua, N.H. This booklet draws attention to the fact that the stone lining of the "Stone White" is genuine stone from the quarry with a snow-white, glass smooth surface. It is stated that this stone is the greatest cold-retainer known.

The new booklet is interesting, and will be mailed to the trade upon receipt of application.

New Name for Hamilton Wholesalers

Wood, Alexander & James Succeed Wood, Vallance & Co.—The Outcome of Business Founded by A. T. Woods in 1849 at Hamilton, Can.—A review of the Changes Wrought by the Passage of Time.

The partnership which has been carried on under the name of Wood, Vallance & Co. of Hamilton, Ont., has been dissolved by the effluxion of time. The partnership assets have been acquired by Wm. A. Wood, S. H. Alexander and G. F. James, who will continue the business under the name of Wood, Alexander & James.

The business was established in 1849 by A. T. Wood and since then has undergone a few changes undertaken primarily to assist in the expansion of the firm which was noticeable from its inauguration.

Ten years after the business had been established, that is in 1859, Matthew Leggat was taken in as a partner, the firm name as a result being made Wood & Leggat.

Under this arrangement the firm continued in active operation until 1884 when further additions were made, Wm. A. Wood and Wm. Vallance being admitted as partners. The business was carried on under the name of Wood & Leggat until 1889 when partnership was dissolved, Mr. Leggat retiring. Geo. Vallance was then admitted and the new firm name adopted was Wood, Vallance & Co.

During the years that have followed, time has left its mark and it is the combination of the following circumstances which has led to the present change. In 1901 Geo. D. Wood, who had managed the Winnipeg branch of the firm for some years, was admitted as a partner. In 1903, A. T. Wood, who founded the business, died. In 1907 Geo. D. Wood died. The business was continued by the other members of the firm until 1909 when the death of Geo. Vallance occurred. It was then considered necessary to form a new partnership and this was consummated between Wm. A. Wood and Wm. Vallance. Under these conditions the business was continued until 1913 when Mr. Vallance died.

The partnership now completed includes Wm. A. Wood who has been with the firm since 1872, S. H. Alexander whose association dates back to 1884 and G. F. James whose activities started in 1887. The policies of the old firm which have been so successful in extending and holding business will be continued by the new firm of Wood, Alexander & James.

REPRESENTATIVES APPOINTED

J. E. Beauchamp & Co., manufacturers, importers and agents, of Montreal have appointed Lynch and Manley of Toronto as their agents in Western Ontario, and now have the following list of representatives in Canada:

P. A. C. McIntyre & Co., Scott Bldg., Winnipeg, for Manitoba, Saskatchewan, Alberta and British Columbia.

Lynch & Manley, Toronto, for Western Ontario.

H. C. Brennan, Booth Bldg., Ottawa, for Eastern Ontario.

J. M. Paquin, 80 St. Joseph Blv'd., Montreal for Montreal City.

Landry and Simard, 62 St. Joseph St., Quebec, for province of Quebec.

War's Check to Stainless Steel

Prohibition of British Export of Stainless Steel Extends Invitation to Foreign Producers—Sheffield Cutlery Trade Restricted by Need of New Steel For War Purposes.

CERTAIN English cutlery manufacturers are seeking to enshroud the recently promulgated order of the Ministry of Munitions regarding the use of chromium as an alloy of steel, except for war requirements, in an atmosphere of mystery. Chromium is the essential of stainless steel, just as tungsten had always been considered the essential of high-speed steel, but the stainless quality is dependent upon a particular treatment of chrome steel. Its discovery, about a year before the war commenced, arose out of experiments then being made in the introduction of high-tensile alloy steels, it being noticed that test pieces cut from the steel resisted atmospheric attacks in the laboratory and proved extraordinarily impervious to all corrosive influences.

Within 12 months, there being no patent rights protecting it, the steel was made by several firms, and manufactured in the form of table cutlery. Several cutlery concerns turned their serious attention to the new product and did well, but others permitted a traditional conservative spirit to blind them to the possibilities of stainless steel, and in the development of this class of tableware that has since occurred they have been rather badly "left." The suggestion now is, apparently, that the new order has been, in some unexplained manner, influenced by the latter people.

Chrome Steel for War Purposes

For very many years chrome steel has been made in considerable quantities in connection with naval and general ordnance work. It has the quality of being rustless. For three years the Government caused no interruption of the production of the new rustless and stainless steel and placed no restriction upon its use in cutlery manufacture, except that latterly the quantity required for war purposes increased almost weekly. From the very commencement it was requisitioned in the manufacture of certain parts of aeroplanes, being of great strength, and now the Government's requirements are so heavy that, except under permits which are well-nigh unobtainable, chrome may not be used in the making of any steel save that intended for war purposes.

The order, of course, has created a trade contretemps. An enormous demand prevails for stainless cutlery, though it comes chiefly from overseas, people in England being curiously slow in recognizing the merits of the new steel. Where it has been tried there is no turning back to the old style of cutlery, which requires laborious cleaning on an emery board or has its life shortened in machines.

Crucible and Shell Discard Steel Only Available

Many makers were induced to produce the new cutlery for the simple reason that a year ago the Ministry of Munitions found it necessary to forbid the use of open-hearth steel for cutlery making unless in execution of Government contracts. That order restricted makers to the use of three kinds of steel—crucible, stainless, and shell discard. The first mentioned has always been used for the very best class of table cutlery (shear steel); the second already has been explained; and the third, really a scrap steel from munition works, is of such irregular quality that only the commoner kinds of knives could safely be made from it. Now the only steels available are the first and last mentioned.

May Lessen Restrictions on Export Trade

What is being attempted now is a kind of wild agitation in the hope of inducing the ministry to make some concession by lessening the restrictions so far as the export trade is concerned, many of the orders in hand being from places in South America. Those who are concerned in this agitation point to the fact of the official exhibition at Westminster of labor-saving devices and inventions, and ask why, seeing that "stainless" is labor-saving, its manufacture should be prohibited. Some urge that 100 tons of ferrochrome per annum would keep the trade together.

There are those who see in this prohition an invitation to the United States, which so far has no such restriction, to come into the British market with "stainless" and, adds one manufacturer: "If America gets hold of it, Sheffield's trade in it is doomed." Indeed, samples of American "stainless" are said to be already in Sheffield.

It is a contretemps, but no mystery. What the cutlery trade is "up against" is the consequence of prolonged warfare. Every ounce of chrome is now needed for munitions of one kind or another, and into munitions it will go. How the Sheffield interests that registered a patent for "stainless" in the United States and other countries will fare is not known, but it is certain that every cutlery manufacturer here is now face to face with the plain fact that trade interests, however vital they may seem to the members of an industry, must be sacrificed to the needs of the war. It is a part—a small part—of the price.

WONDERFUL NIGHT PHOTOGRAPHS

The action of provincial governments in enacting laws against the glare headlight has resulted in many improvements being made and it will not be long before the highways and byways will be entirely free from the blinding lights which have made the farmer drive into the ditches and which also have been a source of constant eye and nerve strain on the motorist. Enjoyment of an evening's drive will be soon possible to all.

Two distinct types are shown above, the one which throws the light forward on the road and the other which distributes the light to the side of the road as well as lighting the roadway ahead. These are night pictures which illustrate some of the improvements made in auto lenses.

Need for Active Shipbuilding Program

Figures of Results of U-boat Warfare Reviewed—U.S. Program an Extensive One—Navy Department Disclosures.

THE fact that the Germans destroyed more British ships in the first ten months of unrestricted U-boat warfare than Great Britain or any other nation has ever built in a full year has just been made known. The revelation was made when Chairman Edward N. Hurley, of the United States Shipping Board, made public a letter he had written to Senator Gilbert M. Hitchcock, of Nebraska, on the subject. The Germans have sunk in ten months something over 900 British vessels of more than 3,000,000 tons dead-weight.

Chairman Hurley said the greatest shipbuilding feat ever accomplished was that of England in 1913, when 688 vessels of 2,898,229 tons were completed. Japan in 1916, Mr. Hurley said, built forty-three ships of 192,993 tons. This was the biggest tonnage finished by any nation except Great Britain. The American programme, unless held up, will produce 6,000,000 tons by the end of 1918. About 5,000,000 tons will be completed in 1918, thus surpassing Great Britain's best effort by about a million tons.

The United States now has available for trans-Atlantic service 582 ships of a total of 3,721,806 tons, including oil-tankers and former German and Austrian vessels. German and Austrian ships operated by the Shipping Board number 105, of 688,960 tons. American citizens hold eleven more of these ships, totalling 63,915 tons, making the aggregate American holding of enemy vessels 752,875 tons.

New Yard Activities

In reply to questions regarding the activities of new shipyards, Mr. Hurley said all of them that have contracts now have the ground cleared and will have their buildings and ways completed early in 1918. The new yard at Hog Island, Pa., must deliver fifty ships before November 1, 1918, he said, and the Port Newark yard must finish seven in June. The new Bristol Point plant must have four ships ready for service in May.

"Have any British, French, Norwegian, Italian or Dutch authorities yet asserted that they are now building new ships as fast as the submarines are destroying them?" Chairman Hurley was asked. The reply was an emphatic "No." It will be up to the United States, he indicated, to produce new ships faster than the Germans sink them, providing losses are not pulled down by the Allied navies.

A table has been compiled by the Emergency Fleet Corporation showing the vessels under contract and pending contract, and vessels which have been requisitioned by the Fleet Corporation. The figures are: Wood vessels, 375; total deadweight capacity, 1,330,900 tons; composite 50 vessels, 207,000 tons; steel, 451 vessels: 3,186,400 tons; total contracted for, 884 vessels; total deadweight capacity, 4,724,300 tons; contracts pending, 99; tonnage, 610,000; total requisitioned (all types), 426; tonnage, 3,029,508 tons. Grand total, 1,409 vessels; total deadweight capacity, 8,363,808 tons. This total includes requisitioned vessels completed and released—33 vessels; 257,575 tons.

Navy Dept. Disclosures

The Bureau of Supplies and Accounts, the Navy's purchasing organization, has evidence that at least one commodity has been deliberately held for abnormally high prices. In the case of tin, the navy has commandeered 1,000 tons stowed in New York warehouse, but has turned over to the American Steel and Iron Institute the question of further adjustment of prices and supply. The navy had sufficient tin, through foresighted purchases last spring, to supply its own needs, but there was a prospect that if more tin were not given contractors, the navy destroyer program would actually be halted for want of machinery in which tin was used directly or as an alloy. One New York concern—a Dutch house—had a big supply of tin, from which the navy drew 800 tons. The manager, manifestly, was holding for high prices, for he did not even know what to charge when asked for a quotation. He informed the department he would have to consult his home office. This waiting on high prices was undertaken in the face of the fact that Holland would have no market here if the British had not permitted her to ship the goods in. Tools intended for South America have been seized because of the pressing need for them here.

The United States Tariff Commission anounce that it will hold hearings in the near future for the purpose of receiving information and suggestions from representatives of industry and commerce and labor and foreign trade on war disturbances and the plans for readjustment to peace times, which are being considered.

ADDITIONAL BRITISH IMPORT PROHIBITIONS

The importation of the following goods into Great Britain is prohibited: Abrasive wheels; binder and reaper twine; brass rod and brass wire; cycles other than motor cycles; electric meters; electric motors over one-half horsepower; electric hand lamps and torches; magnetos; measuring tapes and rules of all descriptions, including Vernier's micrometers; pens, penholders, pencils, and all other stationery of which the importation is not already prohibited; vegetables in brine.

IT IS NOT TOO EARLY

To plan your entry for HARDWARE AND METAL'S *Window Dressing Contest. There is a prize-winning window shown on another page from which suggestions may be secured. Take time to plan your window carefully. There will be real dollars and cents returns for you in a business sense and you stand a chance of securing a real money prize by sending in a picture of your window to* HARDWARE AND METAL. *Read details of* HARDWARE AND METAL'S *Window Dressing Contest below.*

HARDWARE AND METAL'S annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

ARE YOU GOING TO ENTER?

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10 00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3 00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

Blasting Powder Declines; Safety Fuses Up

Stumping Powder in Good Demand, with Prices Holding Steady—Manufacturers Will Not Book Orders for Future at Present Prices.

A SLIGHT move in the downward direction was recorded in the price of blasting powder during week, selling price to retail trade being now $3.50 per keg of 25 pounds f.o.b. Toronto. One closely in touch with the situation assigns the reason for the decline in blasting powder to a more plentiful supply of nitrate of soda. This commodity is not used in the manufacture of munitions and hence has not been in such great demand as saltpetre, which is one of the principal ingredients in high explosives. Blasting powder is not classed as a high explosive. Its business is to lift rather than to shatter.

Safety fuse has made an advance of approximately 18 per cent., the new price being 95c per 100 feet as compared with the former price of 80c per 100 feet. This fuse is brought in from Great Britain and scarcity of supply and difficulty in transportation has worked out toward higher prices. Blasting caps, however, have held steady in price since the advance about six months ago. These latter are quoted at $20.25 per thousand.

Stumping Powder in Good Demand

Owing to the stimulus given to production during the past year there has been much new land put under cultivation in Ontario. This has resulted in a very good demand for stumping powder. Manufacturers are looking forward to a continuation of these conditions during the coming year. The last advance to be recorded in stumping powder was in the month of September and prices have held steady since that time at $29.80 per hundredweight for the strongest grade and $24.80 per hundred for weaker grade. Stumping powder is classed as a high explosive, being one of the ammonia series of explosives. There is an embargo on all high explosive materials coming out of Great Britain and manufacturers have to depend upon this continent for their source of supply.

Less Blasting Powder Used

Owing to industrial conditions there has been less blasting powder used during the past year than in previous years and there is every prospect that its use will be further curtailed during the coming year. It has been the practice of most of the brickyards to continue operation throughout the winter months and in order to get their clay out they used the blasting powder to tumble the banks over. This year, however, quite a considerable number intend to close their brickyards down during the winter months. When the spring months come they expect the frost will have loosened the clay banks sufficient to give them easy access to the clay without the necessity for blasting. Difficulty in getting cars has operated to cause a number of stone quarries to cease operations. This has further decreased the amount of blasting powder required.

Uncertain Conditions Prevail

The manufacturers assert there is such an uncertain condition in the market for high explosives and other materials of this nature that they will not book orders ahead for any distance into the future. They will accept orders on the basis of present prices only for immediate shipment.

SHAUGHNESSY'S SAVINGS

Lord Shaughnessy told the following story of how he saved his first hundred dollars at a meeting at the Windsor Hotel, Montreal, in connection with the war loan:—

In the early days nearly fifty years ago, when my salary was a modest one, but in excess of that received by most of the young fellows with whom I associated, the portion of the monthly pay which I felt justified in appropriating to my own use disappeared regularly and rapidly with nothing to show for it. I conceived the idea of calling on an acquaintance, the cashier of a private bank, to ask if he would loan me $100 at the current rate of interest against my notes in monthly amounts covering a period of six or eight months. In those early days, bank cashiers and managers were more considerate and confiding than they are in these times and he agreed. The notes were made and turned in, and $100 in currency was handed to me, which I immediately placed to my credit in the Savings Department. The cashier did not understand the novel transaction, and asked the purpose. I told him that these notes would be personal obligations that I would meet each month as they became due, and that at the end of the period I would have a bank account of $100 and so it worked out. The notes were met without causing any special inconvenience, and during the few following years of varying fourtune, that amount of $100 never grew less. Indeed, if there be anyone present to whom I owe money, he may be gratified to know that I still have it.

The Marine Construction Co. Ltd., with capital stock of $300,000, and head office at St. John, has been incorporated. The directors are D. H. Saker, J. N. Densmore, and V. T. Pederson, all of St. John. The company already has engaged in building commercial vessels.

SAVING BILLIONS FOR UNCLE SAM

(Continued from page 37.)

along the line. As a further evidence of their usefulness cases might be quoted where the Government proceeded without consulting the committees. Trouble of a serious kind often ensued.

Take the case of steel distribution. Steel is the great bone of contention between Government and Business to-day. There is isn't nearly enough steel to go around. The scarcity can best be illustrated by showing how things are going in the matter of steel plates. In a recent issue the "Saturday Evening Post" stated that the total output of steel plates would be 1,800,000 tons in 1918 and that the Government would need 1,600,000. These figures are not correct, and they err on the side of optimism. The figures conceded by Government officials at Washington show that the total production cannot exceed 1,650,000 and that the Government will need 1,800,000 tons!

It will readily be seen that the Government is finding it necessary to watch steel production and to absolutely control it. About a month ago a peremptory order was issued to the United States Steel Corporation not to give another pound of steel to the automobile manufacturers for use in making pleasure and business cars. No one had been consulted, and when the word got out there was consternation and indignation. It meant that the automobile industry and all the allied industries, except for the manufacture of war trucks and cars, would stop. The effect of such a stoppage can be imagined.

After proper representations had been made to those higher up, the order was rescinded, and a committee of three to represent the manufacturers was invited to go to Washington to consult with the Government and find some means of equitable adjustment. It is interesting to note how the three were selected. One was chosen by the association of automobile manufacturers, one by the accessory people, and one by Henry Ford! The Ford concern does not belong to the association.

This committee came to Washington and had a long series of conferences with the authorities. An agreement was reached, which apparently meets the views of both sides to some extent at least. The terms are being very carefully guarded.

Contrast what occurred in this instance—the dissension, worry and trouble caused by the Government acting first without consulting the industry concerned—with the cases where the two act in harmony! The necessity for co-operation is then very apparent.

EDITOR'S NOTE.—*The next article will deal with the steps which are now being taken to strengthen the organization of advisory committees and put them on a better basis still.*

Toronto, Ont.—Dominion Battery Co., Ltd., has been incorporated with a capital of $20,000 to manufacture dry batteries, etc.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICE movements in lead products have been of more than passing interest during the week as further reductions have been made effective in lead pipe, lead waste pipe and traps and bends. There have been readjustments downward in the price of certain grades of solder owing to the proportion of lead contained therein. In one grade of solder with a higher percentage of tin there has been a slight advance. Tin is still a scarce commodity and prices have shown a steadily upward tendency during the week. The United States markets are practically bare of this commodity and stocks in Canada are light. However, shipments for Canadian dealers are being released by the British Government with fairly frequent regularity. Among the lines to show increases during the week were skates, axle, pulleys, sweat pads, cotton belting, blasting fuse, dash churns. A decline has been recorded in the price of blasting powder. In one quarter there was a disposition to quote lower prices on both black and galvanized sheets. There is considerable competition for business in sheets at present and dealers have been content to take a smaller margin of profit due to the fact that fairly heavy stocks are held in some quarters, especially in the lighter gauges. There has been an active demand for cutlery for the Christmas trade, but wholesalers have been unable to supply anything near requirements owing to the shortage in these lines. Winter lines such as skates, hockey sticks, sleighs have been moving freely. Business is reported good by wholesalers.

MONTREAL MARKETS

MONTREAL, Dec. 5.—General satisfaction is expressed, with the condition of trade in this district. City trade is fairly quiet, but the repeat orders coming in from the country dealers make up for any deficiency locally. Many say that there is better business than there was a year ago at this time. General lines are in fair demand, while, of course, the nearness of Christmas has stimulated a good trade for the special holiday lines. Skates and sleighs, bells and cutlery, and such other lines as will be popular for the next two or three weeks are in fairly good demand still. Window glass has been advanced this week. Pure putty has also been advanced 25 cents per 100 lbs. There is a tendency to higher levels for auger bits, but prices are not yet announced. The rope manufacturers state that there is a firming tendency to seine twines, equal to about ten per cent. This is based on a 5% advance in the American mills. Some lines of tin plate are off the market altogether. Ingot tin is very firm, and is quoted around 79 cents. Lead products are somewhat weaker. The outlook for supplies of raw rope materials is very unsatisfactory. There is a firm tendency in smooth steel wire, one dealer quoting at $6.55 base per 100 lbs.

Booking Barb Wire, and Woven Wire Fencing

Montreal.

VARIOUS LINES. — Some difficulty still exists in securing stock of special lines. Labor and transportation troubles have their effect, while materials being scarce will make it very hard to keep certain commodities in stock. There are few changes to report, but one maker has just announced his prices on woven wire fencing for 1918. Barb wire is now being booked by some, but in rather small quantities owing to the high prices being asked. Galvanized barb wire is selling at $6 per 100 lbs., and this covers 4 x 6, 4 x 4 and 2 x 5 lines.

Cut And Wire Nails Firm, But Unchanged

Montreal.

CUT AND WIRE NAILS.—The situation with regard to nails remains as reported for last week, with orders coming to hand as well as could be anticipated. For spring shipments, there are some orders to hand, and altogether there seems to be more promise for the spring of 1918 than there was a year ago for the season of 1917. Conditions are quite encouraging, and the feeling of merchants in the country is being reflected in the better orders they are giving. Cut nails are quoted at $5.75 base and wire nails at $5.50 base. Smooth steel wire is selling at $6.50 to $6.55 base per 100 lbs.

Iron Pipe Selling In Standard Sizes

Montreal.

IRON PIPE.—For the regular sizes of iron pipe there is a very fair demand, considering that the season is so late. Galvanized pipe is increasingly hard to get and will probably continue so. It would seem that business in the trade continues to be normal, while the demand for sizes coming in from week to week is steady though of small volume.

Country Orders Good For Iron And Steel

Montreal.

IRON AND STEEL.—While the orders being received for iron and steel are small there is a good active demand from the country for this season of the year. Dealers are satisfied when orders are limited, for they are assured that the retail trade is then buying with due care, and can expect to receive repeat business frequently. This is the condition at present, and while there are no changes for the week, prices hold firmly.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 19-0 19

Galvanized And Black Sheets In Small Demand

Montreal.

SHEETS AND PLATES. — Trading in sheets is confined to a small compass here and prices obtaining are firm, but unchanged. If anything, the situation with regard to supplies in the United States is less promising than ever, and war orders will continue to absorb the bulk of supplies. It may be stated, as pointed out in HARDWARE AND METAL two weeks ago, there is a probability of securing some stock soon. We would, however, still urge the conservation of stocks upon the part of tinsmiths and plumbers throughout the country.

MONTREAL—

BLACK SHEETS—	100 lbs.
10 gauge	$12 50

12 gauge		11 60
14 gauge		11 50
16 gauge		10 75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge		10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz		11 05
24 gauge		10 45
22 gauge		10 45
20 gauge		10 30
18 gauge		10 15

Stove Business Slow; Material Outlook Fair

Montreal.

STOVES AND RANGES.—Stove and range makers are settling down to stock-taking now, and the demand for various lines is quite small. The outlook for materials for making up products for 1918 is reported as better, although no definite particulars are available. In any case, one large manufacturer feels more optimistic regarding deliveries of his basic materials than he has been able to feel for some weeks. Coal oil heaters still move, but the demand for these lines is decreasing as the season advances.

Sales Coal Oil Normal; Gasoline Demand is Less

Montreal.

GASOLINE AND COAL OIL.—There has been little change in the local state of trade for either coal oil or gasoline. The southern markets seem to have been unsettled, but there is no effect reported here. Prices remain firm and unchanged, with Palacine selling at 20c, Electroline 20c, and Royalite 17c. Gasoline sales are fair at 32½c per gallon.

Raw Rope Supplies Will Be Very Scarce

Montreal.

ROPE AND CORDAGE. — In some sizes local stocks are good while others are not so plentiful. Those now being supplied will appreciate this fact in view of immediate and future difficulties as to securing raw materials. Present business is reported as quite limited, while the outlook for spring promises well, with many good orders for spring shipment coming along. Many large mills having been commandeered by the United States Government, the future must be viewed with some degree of uncertainty as to deliveries. Prices are firm and unchanged as quoted in current markets.

Lead Pipe, Traps And Sheets Quoted Lower

Montreal.

LEAD PRODUCTS.—Some weakness is shown in the various manufactured lines of lead. Lead pipe and lead waste pipe is one cent per lb. lower. The 10 per cent. advance on list as affecting lead traps and bends has been removed, and these are selling at net list. Lead sheets are weaker also and are reduced from one to one and three-quarter cents per lb. Demand is very light for all lead products.

MONTREAL—	
Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.11½- 0.12
Lead sheets, 3½ lbs. sq. ft.	0.11½- 0.12
Lead sheets, 4 to 6 lbs. sq. ft.	0.13

Light Trading In Old Material Market

Montreal.

OLD MATERIALS. — Junk dealers have little encouragement to unload their accumulated supplies of old materials, and the market is very dull and uninteresting. They have had some promises for quantities of various lines of old metals, but to date there have been no sales of consequence. It will be some time before there is any chance of better prices being offered to those wishing to sell small lots. Until there has been some unloading by the junk dealers themselves, quotations will probably remain unchanged.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	....
Yellow brass	0 14	....
Red brass	0 20	0 21
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	....
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 00	23 00
Heavy melting steel	20 00	....
Pipe scrap	15 00	17 00
Stove plate, per ton	15 00	17 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½

Ingot Tin Is Firmer; Lead Is Very Slow

Montreal.

INGOT METALS.—Some progress is being made in securing regulation and control of tin upon the part of the United States Government, and when this is accomplished there will be less uneasiness than at present. Little trading is being effected in this market, and trade in some lines is very nearly at a standstill.

COPPER.—Spot stocks are reported very light. The regulations are so stringent that but small trading can be done in any case as the names of ultimate consumers must be furnished before imports can be made. Quotations are 33c to 34c per lb.

LEAD. — The demand for lead has come almost to a standstill and the price remains unchanged at 9 to 9½c per lb.

TIN.—Ingot tin is quoted at 79 to 79½ cents this week, which shews an advance of 3 to 4 cents per lb. There is no great amount of trading and stocks are limited.

SPELTER.—This remains unchanged with a limited trading being done on the basis of 10½c to 11c per lb.

ANTIMONY.—No change with small request. Prices are quoted from 16 to 18c per lb. There is a tendency to firmness.

ALUMINUM. — Little trading. The price is steady and announcement of the United States Government as to price is soon expected. 58c to 60c is being asked here.

TORONTO MARKETS

TORONTO, Dec. 6.—A number of changes have been recorded in bicycle accessory lines during the past week, due to the fact that accessory dealers are now arranging the prices for their spring catalogue. Some of the lines to show increases include lubricating oil, hand pumps, inflaters, sprocket locks, carriers, street stands, foot pumps. Other lines in which advances have been recorded include torches, screwdrivers, sealing wax, sad iron handles, polishing mitts, shoe knives, safety fuse. One of the lines to record a decline was blasting powder. The reason for the decline in this material is attributed to the greater abundance of certain raw materials. Business has been seasonably good with a demand for Christmas and winter lines evident.

Skates Go Higher By 15 Per Cent.

Toronto.

SKATES.—An advance of 15 per cent. has been made effective in the price of Starr skates through the change of the discount to 20 per cent. off list. The former discount was 30 per cent. off list. Following are the list prices on some of the various lines: Velox hockey skate, $6.50 per pair; Regal, $6; MicMac, $5; tube hockey, aluminized finish, $6; tube hockey, nickel-plated on copper, $6.50; tube racer, aluminized tops, $8; tube racer, nickel-plated on copper, $8.50; No. 150 hockey, $1.45; Climax, without puck stopper, unplated, $2 and nickel-plated $2.50; Climax, with puck stopper, $2.50; Glacier, $3.50; Rex, $4.50; Acadia, $1.60; Acme Club, solid steel, unplated, $1.30, and nickel-plated, $1.70. Above prices are subject to a discount of 20 per cent.

Axle Pulleys and Sweat Pads Go Up

Toronto.

PULLEYS, SWEAT PADS.—An advance of 10% has been made effective on steel axle pulleys, No. 22 now being quoted at 55c per dozen, the former price being 50c. Sweat pads have also been increased approximately 10 per cent. No. 10 is now quoted at $6.60 per dozen; No. 11 at $6.75 dozen; No. 12 at $6.95 per dozen. Ventiplex No. 310 is quoted at $6.35 per dozen.

Cotton Belting Goes to Higher Levels

Toronto.

BELTING.—Higher prices have been made effective on Maple Leaf cotton duck belting through the changing of the discount to 25 and 5 per cent. off list. The former discount was 25 and 10 per cent. off list. This advance follows as a result of the very firm situation in all cotton duck materials in which an advance of approximately 15 per cent. was recorded during the week. The strong situation in duck has in turn been induc-

ed through the high price for raw cotton which on Tuesday of the present week was quoted at 29.85c per pound in the New York market. On Friday of last week the price of spot cotton had reached 31.2c per pound, which constituted a new high record. Some of the manufacturers of cotton twine have withdrawn their prices for the present and are not quoting at all. At the time of writing they had been out of the market for a week.

Dash Churns Advance About 12½ Per Cent.

Toronto.

CHURNS, FANS.—An increase of approximately 12½ per cent. has been made effective on dash churns which now makes the following prices on the various numbers: No. 1, $1.50 each; No. 2, $1.70 each; No. 3, $1.90 each. Power-churns and hand churns remain unchanged at a discount of 25 per cent. off list. Polar Cub electric fan prices are now announced for booking orders for next season's goods. These fans are quoted at $5.35 each net, but in lots of twelve or more concessions will be made. This price on fans is the same as that prevailing for some time past.

Nails and Wire Hold in Firm Market

Toronto.

NAILS, WIRE.—Conditions in the wire nail market held unchanged during the week at firm prices. Demand for nails is not heavy at present, but there is no possibility of manufacturers securing wire rods at prices that will permit of lower prices for some time to come. Quotations were made on the basis of $5.45 per hundred pounds. Cut nails are still quoted at $5.80 per hundred pounds base. Wire products are also in a firm position with prices unchanged at base price of $6.50 per hundred pounds for smooth steel wire.

Gasoline and Coal Oil Hold Steady

Toronto.

GASOLINE, COAL OIL.—Lubricating oils, fuel oil, coal oil and gasoline were in steady market during the week. There is a moderately good demand for gasoline even in the face of winter conditions, while the demand for coal oil continues good. Fuel oil in barrels is quoted at 12½c per gallon and in tank cars at 11c per gallon. Gasoline was quoted at 31½c per gallon and benzine at 30½c per gallon.

Seems Small Chance of Regulation of Fibre

Toronto.

CORDAGE, TWINE.—As time slips away there seems less chance of the United States Government intervening to attempt the fixing of prices on sisal fibre. While it was intimated at one time that there was possibility of regulation this idea has apparently been lost sight of in view of the fact that sisal is a foreign product and is practically all grown in Mexico. The prospect that the United States would not intervene has been favorable to buying but the movement has been slow. In the local market there has been free booking of binder twine for delivery next year at prices to be named later. There is very little trade in cordage lines at present as it is the off-season for demand. Booking for future delivery is very limited. With the coming of spring the shipbuilding concerns are likely to be in the market for heavier purchases. Small twine trade is easing off now that the needs for the Christmas trade have been well taken care of. Prices on rope hold unchanged at those given in current quotations.

Brisk Demand Again On For Coal Heaters

Toronto.

STOVES, ENAMELWARE.—With recent days of wintry weather there has been a brisk demand for coal heaters, a demand that is in excess of the supply. With the first breath of wintry conditions some three or four weeks ago this demand started heavy. Then a stretch of reasonably good weather caused the demand to lag somewhat, but the cold weather of the past week has renewed interest in this line of stoves. Coal-oil heaters are still in active demand as the people are endeavoring to stretch out the time when they will not have to start their coal fires. Enamelware is in brisk demand from the country districts, but the city trade is reported somewhat quiet. Prices on these various lines held steady and unchanged during the week.

—Evans in Baltimore *American*.
"I bane got a yob."

Coke Shortage Is Hampering Steel Output

Toronto.

IRON AND STEEL.—There is continued difficulty for the iron and steel mills to get sufficient supplies of coke to take care of their needs. In the United States mills which have their own iron plants in some instances have been compelled to bank their fires and seek their supplies of iron in the open market. There is practically no supplies of bar iron coming into Canada from the United States at the present time, which accordingly places spot stocks in a strong position. The big desideratum with the mills in the United States at the present time is to see that the Government gets all that is required. With Canadian mills deliveries of iron and steel have been fairly good.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Competition Sends Sheets Still Lower

Toronto.

SHEETS, PLATES.—Owing to the desire for business and to the fact that there are fairly good supplies of the lighter gauges of black sheets in the local market there was a movement toward lower levels in one quarter during the week, the reduction amounting to 50c per hundred pounds. In the instance quoted the following prices now prevail on black sheets: No. 12, $7.55; No. 14, $7.45; No. 16, $7.50; Nos. 18-20, $7.30; Nos. 22-24, $7.35; No. 26, $7.40; No. 28, $7.50; No. 29, $7.60. Lower prices have also been made effective in Apollo brand galvanized sheets as follows: 10¾-oz., $9.80; No. 28 gauge, $9.50; No. 26 gauge, $9.20; Nos. 22 and 24, $9.05; Nos. 18 and 20, $8.90; No. 16, $8.75; No. 14, $8.65. Shipments of lighter gauges of black sheets have been fairly good from the United States producers.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$	$12 00	$12 00
12 gauge	7 65	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 80	10 80
22-24 gauge	7 35	8 85	10 85
26 gauge	7 40	8 90	10 85
28 gauge	7 50	9 00	11 00
3-16-inch plate	12 25	....	.....
¼-inch boiler plate	12 00	....	.....
GALVANIZED SHEETS—			
10¾ oz.	$ 9 80	$10 00	$12 00
U.S. 28	9 50	9 70	11 70
U.S. 26	9 20	9 40	11 40
22 and 24	9 05	9 25	11 25
18 and 20	8 90	9 10	11 10
16	8 75	8 95	10 95
14	8 65	8 85	10 85

Corrugated Sheets Hold at Readjustment

Toronto.

CORRUGATED SHEETS.—The market for corrugated sheets held steady at the readjustment noted last week. Two weeks ago there was recorded an advance in all gauges of corrugated sheets but last week a readjustment was made and

Nos. 28 and 26 gauge were restored to the former price of $8.70 for No. 28 and $9.60 for No. 26. No. 24 gauge is quoted at $15, No. 22 gauge at $18; No. 20 at $21 and No. 18 gauge at $27 per square. Above prices are subject to a trade discount of 7½ per cent.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8 70-$ 9 00	$8 00
No. 26 gauge	9 60- 10 00	9 25
No. 24 gauge	15 00-	12 00
No. 22 gauge	18 00-	15 25
No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

Carload of Tubes Came in During Week

Toronto.

BOILER TUBES.—A carload of boiler tubes came into the local market during the week but these are subject to the regulation of the Dominion Government that all tubes sold must be under special permit for each sale. These tubes left the United States mills after the embargo had been placed. Consequently these tubes are not available for domestic use, but can only be sold to quarters where it is furthering the war efforts of the country. Stocks of boiler tubes that were in the country before the embargo and accordingly available for the domestic trade are in very low compass. One concern stated they have not over one hundred tubes in stock. Prices held unchanged during the week.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe, Traps and Bends Decline: Solder Up

Toronto.

LEAD AND ZINC PRODUCTS.—A decline of 1c per pound was recorded in the price of lead pipe and lead waste pipe, making the selling price of the former 14c per pound and the latter 15c per pound. Lead traps and bends have declined approximately 10 per cent. and are now quoted at net list, the former price being 10 per cent. on list. Guaranteed solder is higher in price by ½c per pound due to the percentage of tin used in the manufacture, making the price now 41c per pound. Strictly has been reduced ¾c per pound, to 38¾c and commercial solder 1¾c per pound, making the price now 35¼c. Reductions in solder were due to the higher percentage of lead in the compound.

TORONTO—		
Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 41	....
Solder, strictly, lb.	0 38¾	....
Solder, commercial, lb.	0 35¼	....
Solder, wiping, lb.	0 38	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Tea Lead and Heavy Lead Pipe Up ½c

Toronto.

OLD MATERIALS.—An advance of ½c per pound was recorded in the price being paid by wholesalers for tea lead, making the quotation now 4½c per pound. Heavy lead pipe advanced a similar amount and is now quoted at 6c per pound. Automobile tires on the other hand were down ¼c, quotations being made at 4¼c per pound. Prices on other old materials held unchanged. Mills are buying in very light quantities, seeking only what they need for their immediate requirements.

Toronto.		
Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Moves To Still Higher Price Levels

Toronto.

INGOT METALS.—Tin continued to move upward in price in the local market. There is a good demand for this commodity with stocks in the local market rather light. Other ingot metals for the most part were in fairly quiet demand with prices holding steady on the whole.

COPPER.—Demand for copper in the local market is somewhat dull. In one quarter casting copper was quoted down as low as 30c., with the range up to 32c. From all accounts production of copper is increasing steadily and there is no fear of shortage. It is expected there will be enough copper for all, although the United States Government requirements naturally take precedence. Considerable business has been done for the first quarter of the new year at the established price of 23½c.

TIN. — There was a continued strong situation in tin during the week and prices in the local market showed an upward tendency, the range now being from 75c to 80c per pound as compared with a range of 72c to 78c last week. In the New York market there is practically no market as there is no tin for sale. Negotiations are now under way between the United States and British Governments for the purpose of trying to secure a freer allotment of tin for the United States market. Canadian importers are getting allotments from Great Britain with fairly good regularity.

SPELTER.—While it is generally expected that the price of spelter will be fixed by the United States authorities in the near future as yet nothing definite has transpired. There was an easier feeling in the primary market, but in the local market there was an inclination to ask slightly higher prices, the range being from 10c to 10½c per pound.

LEAD. — There was a quiet market locally for lead with very little demand. In some quarters a concession of ¼c was given over the quotations of last week, making the prices from 8¾c to 9c per pound. In the primary market there has been a better demand for lead for export.

ANTIMONY.—There is a firmer tone in the primary market due to the fear of restricted import licenses. Locally the demand was light and prices held unchanged at 16c to 18c per pound.

ALUMINUM.—Demand for aluminum other than for war purposes is not heavy owing to the restrictions placed on its use by the Government. Prices were steady at 60c per pound.

PIG IRON.—The coke situation continues to be a disturbing factor in the pig iron market. There is scarcity of this material and the output of pig iron in both the United States and Canada is being restricted by reason thereof. Quotations held unchanged in the local market at $50.

New Discount On Torches Increases Price

Toronto.

TORCHES, SCREWDRIVERS.—By a change in the discount on the Clayton & Lambert torches an increase in the price is provided for. Where formerly the discount was 12½ per cent. it is now 5 per cent. off list. Blue line screwdrivers have made an advance of approximately 10 per cent. No. 670 by 4 inch being quoted at $3.50 per dozen and No. 670 by 6 inch at $4.50 per dozen net.

Sealing Wax And Sad Iron Handles Up

Toronto.

SEALING WAX, SAD IRON HANDLES.—A big advance in the price of Parawax has been put into effect. One concern that formerly sold this commodity at 10c per pound has advanced the price to 15c per pound. Other dealers, however, have made intermediate advances, conditioned on the changes made by the manufacturers. Handles for Mrs. Potts' sad irons have been advanced 10c per dozen in certain quarters, which now makes the selling price $1.30 per dozen.

Polishing Mitts And Shoe Knives Go Higher

Toronto.

MITTS, KNIVES.—An advance of 10c per dozen pairs has been made effective in Mystic polishing mitts, which now makes the selling price to the retail trade $1.35 per dozen. Another line to show a considerable advance over recent quotations was in Clyde shoe knives. This line is now quoted at $1.75 per dozen. It has been out of the local market for some little time, but previous quotations were made on the

basis of $1 per dozen. This is indicative of the advances that have been recorded in some lines of steel goods within recent months.

Lubricating Oil Shows 32c Advance

Toronto.

OIL.—Three-in-one oil in the small size has been moved to considerably higher levels. On the 1-oz. size cans list prices have been increased from $1.66 per dozen, making the selling price now $2.30 per dozen. This price is subject to a discount of 50 per cent., which makes the net increase in this size container 32c per dozen. Other sizes hold unchanged at the following prices: 3-oz., $3.66 per dozen list; Special size. $4.08 per dozen list; Factory size, $8.04 per dozen list. Prices on larger sizes are also subject to a discount of 50 per cent.

Bicycle Pumps Are Quoted At Higher Prices

Toronto.

PUMPS.—Higher prices have been made effective on a number of lines of bicycle pumps as a result of the revision of prices now being made in bicycle accessories. List price on standard size hand pumps has been advanced 50c per dozen, making the new price $5 per dozen. Brass bicycle pumps have also been advanced 50c on list, which now makes the selling price $10.50 per dozen list. There is no change in the frame pumps, 10 in. by ⅞-in. being quoted at $11.50 per dozen and 12 in. by ⅞ in. at $12.80 per dozen. Above prices are all subject to a discount of 50 per cent. to the retail trade.

Sprocket Locks And Foot Pumps Higher

Toronto.

LOCKS, FOOT PUMPS. — Eagle sprocket locks have been advanced 60c per dozen on list prices, which now makes the quotation $4.20 per dozen. Two-cylinder foot pumps have been advanced 50c each on list price, making the quotation now $4.50 each list price. Both of the above lines are subject to a discount of 50 per cent. There was a big demand reported for bicycle accessories during the past season as a result of the increased use of bicycles and dealers are looking forward to a better season than in 1917.

Basket Carriers For Bicycles Show Increase

Toronto.

CARRIERS.—A considerable advance has been made on the list price of tradesmen's carriers for use on bicycles, now being quoted at $3.50 list each, an advance of 90c. Androck bicycle basket, size 18 x 13 x 16 in., has been advanced to $2 list, an increase of 40c. Combination carrier and stand has been advanced 20c each on list price, making the selling price now $1.70 each list. Above prices on carriers are all subject to a discount of 50 per cent.

Street Stands And Floor Stands Higher

Toronto.

STANDS.—One of the lines of bicycle accessories to undergo a change during the week has been that of Myer's street and floor stands. The street stand list price has been advanced 80c, which now makes the list selling price $8 each. The floor stands on the other hand have been advanced 30c each on list price, the list selling price now being at $2 each. List prices on street and floor stands are subject to a discount of 50 per cent. to the retail trade.

List Prices On Inflaters Increased

Toronto.

INFLATERS.—List selling prices on celluloid tire inflaters show considerable advances during the week. New prices are for spring 1918 selling. For size 15 by ⅝ in. the new selling list price is $14.40 per dozen, an advance of 80c per dozen. On the 15 by ⅞ in. size the new list selling price is $16.40 per dozen, which is an increase of 40c. Above prices are subject to a discount of 50 per cent.

LONDON MARKETS

LONDON, Dec. 4.—Price movements have been in the upward direction during the week and include changes in fishing tackle, splitting wedges, canvas belting, skates, sidewalk scrapers. Business in this district has been good during the past week. Merchants are preparing for and expect a good Christmas trade. Merchants are showing a desire to foster this trade through attentive window displays. Collections in this district are good and trade has been quite satisfactory for the holiday trade.

Fishing Tackle Advances 50 Per Cent.

London.

FISHING TACKLE.—An advance of approximately 50 per cent. has been made in the price of fishing tackle, including hooks and lines, reels and other lines. The small boy who buys a 1c line to go fishing in the early spring months will find that his pocket-book is hit about as hard as any. This 1c line will have to sell at 2c in a retail way. Lines that formerly sold at 10c will in all probability have to go to the fisherman at 15c. Reels have also made a big advance.

Splitting Wedges And Canvas Belting Go Up

London.

WEDGES, CANVAS BELTING. — Iron splitting wedges have been moved to higher levels, the price of the common type now being 12c per pound and of Truckee pattern 13c per pound. Canvas belting is one of the lines to register a higher price during the week, induced by the high price of cotton that has prevailed for some time past. This commodity is now quoted at a discount of 33 1/3 per cent. off list.

Skates Are In Firm Position; Advance Likely

London.

SKATES.—The market for skates is one of firmness and intimations are made that higher prices are not improbable in the near future. Quotations are still made in this district on the basis of 30 per cent. off list for Starr skates. Winter lines are moving freely at the present time. Snow shovels are quoted at 12½ per cent. off list and at this quotation are unchanged in price. Hand sleighs are also having a good sale, quotations being made on the basis of 35 per cent. off list. Batteries and flashlights for the Christmas trade are also in good sale. Discount on this line is 33 1/3 per cent. off list.

Ash Sifters And Weatherstrip Moving

London.

SIFTERS, WEATHER STRIP. — There is a fairly good sale of ash sifters and weather strip continues to move freely. Ash sifters with common wood sides are quoted at $2.15 per dozen, Banner at $2.90 each and Rocker No. 1 at $5.25 each. Weather strip is quoted at 5 per cent. off list for wood and felt. Swan hardwood weather strip is quoted at 75c per set. Frost King is quoted at $4.40 per dozen packages. Best Railroad ½-inch is quoted at $1.50 per 100 feet, ⅝-inch at $1.75 per 100 feet and ¾-inch at $2 per 100 feet.

Toe Calks, Cow Chains Unchanged

Toe calks and cow chains are holding steady in price, the former being quoted at a discount of 15 per cent. off list and the latter at a discount of 12½ per cent. off list. Stall fixtures of pressed steel are quoted at $1.25 per dozen.

Sidewalk Scrapers Advance In Price

London.

SCRAPERS. — Higher prices have been made effective in the price of sidewalk scrapers, making the price for the light socket scraper now $4 per dozen and for the heavy socket $5.50 per dozen. With the coming of winter a heavier demand is expected to develop for this line.

Cut Glass in Good Sale

There is a good sale for cut glass, silverware, nickel-plated ware and brass ware. Rogers 1847 flatware is quoted at 45 per cent. off list, which makes the price on No. 12 round handle dessert knives and forks $4.50 per dozen and

No. 12 medium size of same $4.75 per dozen.

Good Sale Of Alarm Clocks Now

London.

CLOCKS.—There is a good sale of alarm clocks at the present time and shipments have been coming forward in fairly good quantities within recent weeks. Prices are holding steady, some of the lines being priced as follows: Big Ben, $2.50 each; Baby Ben, $2.50 each; Sleepmetre, $1.65; Lookout, $1.50; Good Morning, $1.10. Watches are also moving freely in the cheaper lines. Prices are as follows: Pocket Ben, $1.20 each; Triumph, $1.30 each; Eclipse, $1.85 each; Winner, $2.15 each; Radiolite, $1.65 each.

Axes And Lanterns Holding Steady In Price

London.

AXES, LANTERNS.—Axes are holding steady in price with a fair sale reported. Eagle brand are quoted at $13.50 per dozen. Cherokee at $15 per dozen, Boys' No. 1 at $9 per dozen and Hunters' No. 1 at $8 per dozen. Above prices are for handled axes. Following prices apply to heads only: Keystone, $11 dozen; Cherokee, $12.50 dozen; Hand-made, $13 dozen; Black Diamond, $14 dozen. Lanterns, short and long pattern, are quoted at $12 per dozen. Lantern globes one dozen to a case are quoted at $1 per dozen, three dozen to case at 90c per dozen and six dozen to case at 85c per dozen.

Oil Heaters in Good Sale

There is a good sale of oil heaters at the present. No. 520 being quoted at $5.75 each; No. 525 at $5.50; No. 530 at $6.25 each. Above prices are subject to a discount of 25 per cent.

Spades, Shovels And Game Traps Steady

London.

SPADES, SHOVELS, GAME TRAPS.—Prices on spades, shovels and game traps hold unchanged. First's in spades and shovels are quoted at 30 per cent. off list, second's at 20 and 2½ per cent. and third's at 5 per cent. off list. Prices on Victor game traps with chain are as follows: No. 0, $1.75 dozen; No. 1, $2.05 dozen; No. 1½, $3.05 dozen; No. 2, $4.30 per dozen. Oneida jump traps with chain are quoted as follows: No. 0, $2.25 dozen; No. 1 $2.65 dozen; No. 1½, $4 dozen; No. 2, $5.80 dozen.

Rope Prices Unchanged

Rope is holding in a steady market and prices are unchanged at 39c per pound for pure Manila, 33c per pound for British Manila and New Zealand hemp rope, and 27½c per pound for sisal rope.

Linseed Oil And Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—Linseed oil quotations held unchanged during the week at $1.48 per gallon for raw oil in 1 to 2 barrel lots and $1.51 for boiled oil in same quantity. In 3 to 5 barrel lots the price quoted is $1.47 for raw and $1.50 for boiled. In 6 to 9 barrel lots the quotation is $1.45 for raw and $1.48 for boiled.

Turpentine Steady

Prices were also unchanged in turpentine but there is a weakness in the market which may work out toward lower prices in the near future. In single barrel lots quotations are still made on the basis of 77c per gallon and in 2 to 4 barrel lots at 76c per gallon. In 5-gallon lots the price is 85c per gallon.

Putty In Firm Market; White Lead In Oil Steady

London.

PUTTY, WHITE LEAD IN OIL.—Although prices on putty were unchanged during the week there are intimations that an advance may be recorded in the price of pure putty in the near future. Standard putty is quoted on the basis of $4.65 per 100 lbs. in 100-lb., 50-lb. and 25-lb. drums while pure putty is quoted at $5.65 per hundred pounds.

White Lead in Oil

Quotations on white lead in oil held unchanged at $16.20 per hundred pounds in ton lots and $16.55 in less than ton lots for pure. Elephant pure is quoted at $16.80 in ton lots and $17.15 in less than ton lots.

Glass Holds At Advance

The market for glass is holding steady at the advance recarded last week, single and double diamond being quoted at 40 and 10 per cent. off list and cut lights at 33 1/3 per cent. off list.

Nails Unchanged

Standard steel wire nails are unchanged at $5.45 per hundred pounds base and $5.75 for cut nails.

WINNIPEG MARKETS

WINNIPEG, Dec. 4.—Business for the past week has again been good on stoves of all kinds brought on by the recent cold spell, and all other seasonable lines are moving freely. Advances for the week include conductor pipe and elbows, oil heaters, masons' lines, Hungarian nails, weather strip, rubber belting and suction hose, with a reduction in eavetrough.

The recent embargo placed on tin plate by both the United States and Canadian Governments prohibiting its use for anything except food containers is expected to seriously affect the tinware manufacturers. Practically all the block tin comes from the Straits Settlements, and is controlled by Great Britain who, owing to shortage of boats, is only able to deliver to the United States about 1,000 tons per month, whereas the usual consumption has been 4,000 to 6,000 tons monthly; or, in other words, what before was one month's supply must now cover six, and should this situation continue tinware stocks will eventually be depleted.

Chisels And Punches Go Higher In Price

Winnipeg.

CHISELS, PUNCHES.—New prices have just come to hand covering Sharpen-Eze goods and show an increase of approximately 10 per cent. over former prices. To-day's market prices are quoted herewith: Sharpen-Eze cold chisels. No. 17-½ in., $2.35 doz.; ⅝ in., $3 40 doz.; ¾ in., $5 doz.; ⅞ in., $7.10 doz.; 1 in., $9.20 doz. Sharpen-Eze cape chisels. No. 18-½ in., $2.35 doz.; ⅝ in., $3.40 doz.; ¾ in., $5 doz.; ⅞ in., $7.10 doz.; 1 in.. $9.20 doz. Sharpen-Eze solid punches. No. 633-½ in., $2.35 doz.; ⅝ in., $3 40 doz.; ¾ in.. $5 doz.; ⅞ in., $7.10 doz.; 1 in., $9.20 doz.

Masons' Lines And Hungarian Nails Up

Winnipeg.

MASONS' LINES, NAILS.—Following the advance in other lines of cotton goods, masons' lines again show a small increase in price, and are quoted to-day as follows: No. 18 x 100 ft., white, $1.30 doz.; No. 18 x 100 ft., yellow, $1.80 doz. New lists just issued by the manufacturers show an increase in Hungarian nails, which are quoted to-day at the following price: ⅜ in., 7-16 in., 4-8 in., 9-16 in., ⅝ in.—all 21c lb.

Booking Weather Strip; Oil Heaters Advance

Winnipeg.

WEATHER STRIP, HEATERS.—Bookings are now being accepted on Comfy Felt or "Anti-frost" weather strip for 1918 shipment. The new price shows an increase of 1c box over old prices, and is quoted to-day at 38c box. Owing to further increased cost of production another advance has been necessary on Perfection oil heaters, which are selling to-day at the following prices: No. 125, $4.15 each; No. 130, $4.70 each; No. 230, $6.20 each.

Substantial Increase In Rubber Belting

Winnipeg.

BELTING.—New prices have just been announced by the rubber companies for 1918 delivery and show substantial increases over this year's prices. Bookings are now being taken on the following basis: Rubber belting "Star" or equal, 6 in. and under. 33 1/3 per cent.; 6 in. and over, 20-10-10 per cent.

Endless Belts—	Rubber	Canvas
100 x 8 x 5 ply	$ 81 40	$ 70 00
120 x 8 x 5 ply	97 70	84 00
150 x 8 x 5 ply	122 10	105 00
160 x 8 x 5 ply	130 25	112 00
120 x 9 x 5 ply	110 00	94 90
150 x 9 x 5 ply	137 50	118 65
150 x 8 x 6 ply	147 75	126 00

Suction hose—"J.C." or "Cable," 2 in., 42c ft.; jacketed, 2 in., 55c ft.

Eavetrough Declines; Conductor Pipe Higher

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE.—Eavetrough and conductor pipe prices have again been revised. The former shows a reduction due to the recent drop in galvanized sheets, and the latter an advance in accordance with the very firm market on tin. To-day's market prices are quoted herewith:

Eavetrough—O.G., 8 in., $6.85 100 ft.; 10 in., $7.60 100 ft.; 12 in., $8.95 100 ft.; 15 in., $12.25 100 ft.; 18 in., $15.65 100 ft.

Conductor pipe—Plain or corrugated, 2 in., $8 100 ft.; 3 in., $9.65 100 ft.; 4 in., $12.75 100 ft.; 5 in., $17.30 100 ft.; 6 in., $21 100 ft.

Conductor pipe elbows—Plain or corrugated, 2 in., $1.90 doz.; 3 in., $2.20 doz.; 4 in., $3.50 doz.; 5 in., $8.80 doz.; 6 in., $10.35 doz.

Iron And Steel Prices Hold Firm

Winnipeg.

IRON AND STEEL.—Prices on all lines of bar iron and steel continue firm, with good demand for sleigh shoe steel. The following are to-day's prices: Bar iron, 3-16, ¼, 5-16 rd., $8.05 base; ⅜ and 7-16, $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25 base; steel sleigh shoe, $5.80 base; spring steel, $6.50; plow steel, common, $6.50 100 lbs.; crucible, $7.50 100 lbs.; angle steel, $5.35 100 lbs.; harrow tooth steel, $5.50 base; tool steel, oct. and square, 18c lb.; spring steel, $6.50; machine steel, $7.50 base; tire steel, $5.60; mild steel, $5.80 base.

Sweat Pads May Go To Higher Levels

Winnipeg.

SWEAT PADS.—There is a fair demand for sweat pads, with prices holding firm. However, another advance is expected in the near future, as raw materials entering their manufacture have shown further advances. Prices quoted to-day are as follows: Fentiplex, $6 doz.; brown and white, 12 in., $6.55 doz., or $72 gross; yellow and red edge, 12 in., $6.95 doz., or $76 gross.

Lines Of Brass And Copper Goods All Firm

Winnipeg.

TORCHES.—Following the embargo by the United States on all goods for export containing 10 per cent. or more of brass or copper without first getting a permit will no doubt cause a shortage in many lines, such as those the Government may consider unnecessary. Blow torches, which are imported almost entirely from the United States, come under the law on brass goods, but as they are a necessity in many lines of trade will no doubt be imported with the usual regularity. Prices to-day remain firm on this line, but indications point to another advance. They are quoted to-day as follows: Clayton & Lambert torches, No. 32, $7.15 each; No. 37, $6.35 each. Fire pots, No. 71, $12.15 each; No. 72, $9.30 each.

Linseed Oil Firm; Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—No change is recorded on linseed oil, and prices remain firm at former quotations, namely, raw, $1.65 gallon; boiled, $1.68 gallon. Prices on turpentine continue firm, with the usual demand at this season. Prices quoted to-day are: Barrels, 80c gal.; ½-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extra for containers.

Lead Pipe And Waste Pipe Decline

Winnipeg.

LEAD PRODUCTS.—Lead pipe and lead waste show a large reduction in sympathy with the recent weakness in the lead market, and are quoted to-day at the following prices: Lead pipe, $15.40 100 lbs.; lead waste, $16.40.

PITTSBURG MARKETS

PITTSBURGH, Pa., Dec. 4.—The finished steel market has been more active in the month just closed than in October. There has been a larger volume of specifications against old contracts and somewhat more new buying. The new buying is as a rule limited by the ability of mills to make early deliveries. Some of them can take on no new business at all, while none can take on more than limited tonnages.

Sheets Active

Easily the most active branch of the general finished steel trade has been the sheet market. It is estimated that the independent mills booked about 140,000 tons, in blue annealed, black and galvanized. Of this perhaps one-fourth was Government business, although no specific figures are obtainable. The bookings were about one-half greater than a month's output, deliveries running all the way from prompt to first half 1918. In all cases, so far as can be learned, the Government prices prevailed, on the basis of 4.25c for blue annealed, 5c for black and 6.25c for galvanized. The Government prices, however, do not necessarily apply to exports for peace purposes. Next in point of activity has been wire products. Activity in these lines was due chiefly to the simple circumstance that mills were less sold up, and buyers less well covered, than was the case with most other products, particularly the heavy rolled steel materials.

Market Tone Improved

There has been a further improvement in the general tone of the market. This doubtless arises in large part from the better financial situation and outlook, which is improved although not perfect. Some close observers date the inception of the improvement from the time Secretary McAdoo made his statement, early in November, that the Government's war expenditures would be much less than had been reported, or say about ten billion for the fiscal year. Some of the stiffening, however, is attributable to the further curtailment in iron and steel production that has occurred in the past three weeks, due to shortage of coke and coal, this being almost entirely a reflection of the traffic congestion, particularly in the Pittsburgh district.

Pig Iron Unobtainable

Except for occasional odd lots of foundry iron which furnaces consent to sell to needy and regular customers, no pig iron can be bought in this district. Reports from the east show a fairly large volume of business, and evidently the eastern districts are not suffering from coke shortage as much as the Pittsburgh and valley districts, and the Chicago district. The majority of merchant furnaces have been losing production, having to bank for longer or shorter periods on account of not receiving sufficient coke. One Shenango valley interest, with three stacks, had to bank two of them this morning. The steel works are suffering as much, as to their blast furnaces, as the merchant stacks. The Carnegie Steel Co. has been operating only 48 of its 59 blast furnaces, this being due entirely to traffic congestion, as it makes all its coke itself.

W. P. Snyder & Company, who compute monthly the average price obtained for Bessemer and basic iron at valley furnaces, including all sales of 1,000 tons or over, report November averages at $36.30 for Bessemer and $33 for basic, these being the set prices, and the same averages obtained for October, but while the total tonnage used in the October computations was about 100,000 tons, the November computations included only a very small tonnage.

Government Buying

The Government continues to allot large tonnages of steel, but details are withheld. The placing of shell steel business continues and additional allotments are being made of ship steel. A significant item is that while no public announcement has been forthcoming, the steel trade learns that a fresh canvass has been made of the plate situation, to determine the feasibility of placing orders for freight cars to relieve the railroads. It has been found that on account of the large increases in plate rolling capacity due to new construction, it will be possible to take care of the shipbuilding programme as being speeded up further, and still leave a considerable tonnage of plates for steel car building. It seems to be the intention to place some large orders, first for locomotives and then for cars, on behalf of the domestic roads, the filling of the orders to be speeded up under the Government's priority authority. The Russian situation makes it necessary to defer the filling of orders tentatively placed for Russian account, and this releases some locomotive and car-building capacity.

WEEKLY PAINT DEPARTMENT

Winter Activity in Paint

Sales Are Possible if Sought—Do Not Let Your Customers Put You Off—Take Advantage of Christmas Buying Spirit, Suggest Paint.

It is being emphasized more as the years roll by that the sale of paint does not need to be confined to one particular season of the year. It is true that some lines won't sell in the winter time, such as outside paints of various kinds, but it must be remembered that the sporting goods department does not go out of business in the winter because tennis supplies and baseball goods are not used. There is in your paint department a field which can be made active during the entire year, if aggressive tactics are adopted. Are you studying the possibilities in this department—do you use newspaper space and arrange window displays now or is the paint department entirely neglected?

Bring It To Their Notice Now

There are any number of consumers who have not considered the necessity of painting the interior of their homes during the summer months. They are outside too much—they do not feel that it is necessary to do their interior decorating when they spend their time outside—on the verandah, lawn or at the summer resort—and they are quite right. During the months when they are confined to their homes, that is when they want everything inside spick and span. Do not let them put you off with "wait till after Christmas"—have them do it now. Leaving it till the new year often means that it will be spring before anything is done and at that time the approach of summer forms another excuse for delaying this important item. The average consumer does not realize the value of paint—does your advertising serve to engender in him a feeling of the real need of paint—not from the standpoint of decoration only but of utility?

Knowing the Line Essential

There are many points which the salesmen must watch in selling paint to make sure that the consumer buys the right paint for his particular work. It is necessary to find out then for what the paint is intended—has paint or varnish ever been applied and if so is the surface in good condition or otherwise? It is necessary to find out in connection with the various materials to be painted, what their real condition is—this will vary in wood, iron, cement, plaster, tin or galvanized iron as the time of exposure to the elements or their newness is apparent. There is a large field to be covered in mastering the paint department but to get the best results and increase the sales to their proper all year round basis a careful study is suggested.

The Information is Available

Manufacturers are only too willing to furnish valuable information in connection with their products and it should be the aim of every paint salesman to absorb as much sales knowledge as possible. This can be used wonderfully in creating sales and the questions of the amateur painter as to how to apply can usually be referred to directions which appear on the packages—not that the salesman shouldn't explain, but by the time the user gets home, the instructions, if left to memory, may be somewhat twisted.

Take Advantage of Buying Spirit—Suggest Paint

With the Christmas rush on holiday goods some are inclined to overlook the paint department. This is not as it should be for the public is in a buying mood—they want to spend their money—they are open to suggestion. Are you taking advantage of this in suggesting that the use of paint is a splendid way to attain that bright, attractive appearance so desired during the holiday season? No opportunity should be lost of bringing the various interior finishes before your customers. Keep your paint department active—make a run on it and see what reductions can be accomplished before the end of the year. About three weeks remain before stock-taking in most hardware stores—try reducing your paint stock; when you realize how easily sales can be made you will plan your sales program on an all-year-round basis for 1918.

WASTAGE OF GASOLINE SERIOUS

Says Gasoline Wasted in America is More Than Sufficient to Win the War.

Startling figures are quoted by Alfred Reeves, general manager of the National Automobile Chamber of Commerce, to prove that if we can save two-thirds of all the gasoline now wasted in the United States there will be no shortage of motor fuel and the war needs of our army and navy will be amply provided for. This is the sum and substance of the "don't waste gasoline" campaign which has been organized by the Council of National Defense, the petroleum division of the United States Bureau of Mines, and the automobile manufacturers of the country.

There is a big opportunity for motorists to show not only their patriotism but their good judgment in supporting such a movement. It is the one certain way to insure a sufficient supply of fuel for our part in the war.

According to the estimate of the Bureau of Mines 959,000 gallons of gasoline a day will be required for the use of army, navy, and aeronautical operations during the coming year.

The Bureau of Mines estimates that the following savings can be effected daily:

	Gallons
Tank wagon losses	7,200
Leaky carburetors, average 1-17th of a pint per car	31,400
Poorly adjusted carburetors, ½ pt. per car	240,000
Motors running idle, ¼ pint per car	150,000
Wasted in garages, 10 pints each	67,000
Possible saving by using kerosene in garages	108,000
Needless use of passenger cars, 1¾ pints per car	897,400

This makes a total of about 1,500,000 gallons a day, or 561,000,000 gallons a year, whereas our war needs are 350,000,000 gallons a year—less than two-thirds of what may be considered as wasted at the present time.

Co-operating in this movement are the American Automobile Association, the organization of users; the motor and accessory manufacturers, including the motor and carburetor makers, and the Society of Automotive Engineers. Van H. Manning, chief of the petroleum division of the bureau of mines, is in direct charge of the undertaking.

Thousands of posters are being prepared to be hung in every automobile salesroom, garage, and gasoline supply station and hardware store in the country. These posters will show graphically the quantity of gasoline produced daily, the quantities used in motor trucks and motor cars, and the quantities that can be saved in various ways.

Toronto.—The Cluff Ammunition Co has taken out a permit to build a steel store house at 27 Atlantic Avenue, to cost $20 000.

Strathroy, Ont.—The Andrews Wire Wire Works of Canada, Ltd., has secured a building at Strathroy, Ont., which it will remodel and equip for the manufacture of wire products, etc. G. M Haldane is local manager.

Paint Sales this Winter will help Paint Sales next Spring

Every tin of **Jamieson's Pure Prepared Paints** you sell this Winter for interior decoration will work to increase your sales of **"Jamieson's"** next Spring. The householder who buys **"Jamieson's"** now is certain to demand **"Jamieson's"** when he wants to do his outside work. The complete satisfaction he receives at this time will induce him to always specify **"Jamieson's,"** so that he may be sure of good results.

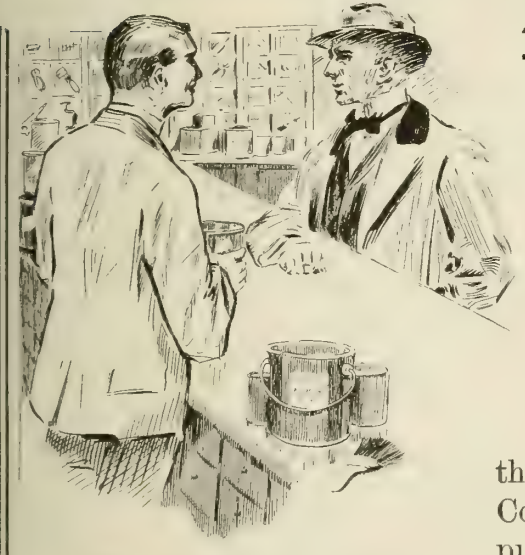
Boosting **"Jamieson's"** throughout the Winter is good for future business as well as for present.

R. C. Jamieson & Co., Limited, Montreal

Branches at Calgary and Vancouver

ESTABLISHED 1858 **Owning and operating P. D. Dods & Co., Limited**

"There's this advantage in painting in the Fall"



Moore's House Colors Give Good Results In any Season.

"The cooler weather means slower drying, and slower drying means a more durable finish."

Here's a strong and reasonable argument with which to combat the prevalent idea that Spring is the only time to get good results from Moore's House Colors. Then, too, the absence of flies and dust is a factor that makes for a more satisfactory job. Moore's House Colors are made from the very best and most lasting pigments combined with Pure Linseed Oil, and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling.

WRITE FOR AGENCY PROPOSITION.

Benjamin Moore & Company, Limited, West Toronto

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 5.—Firming tendencies on turpentine, linseed oil and pure putty, with a revised discount on window glass, are this week's features. There is a declining demand for most lines for immediate shipment, but even at this some dealers are better pleased than ever with the volume of business coming their way for this season of the year. As spring bookings are even better than they have been in the past season or two, much satisfaction is expressed, and this reflects a good condition in the country. Some express uneasiness regarding future deliveries of turpentine, and state that they will not be at all surprised if there is a shortage against spring requirements. Glass discounts have been lowered; the regular discount is now 10 per cent. and the retail discount 15 per cent.

Linseed Oil Still Firm; Slightly Higher Prices

Montreal.

LINSEED OIL.—There is no relief in sight as to the delivery of flaxseed, and oil is held firmly, with a higher tendency. The tone of flaxseed is firmer, with an advance in several of the primary markets. Quotations show a slight advance of about 1c per gallon over prices of last week. Business is limited, while there is some activity in the matter of orders placed for spring delivery.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.39-$1.43	$1.41½-01.46
5 to 9 barrels	1.38- 1.42	1.40½1 1.45
10 to 25 barrels	1.37- 1.41	1.39½- 1.44

Turpentine Outlook Is Rather Unsatisfactory

Montreal.

TURPENTINE.—The primary situation in turpentine gave evidence of weakness during the week. The outlook is not very clear, and some dealers are firmly of the opinion that there will be a shortage of supplies for spring. The outlook for future deliveries is uncertain. The immediate situation is unchanged. Stocks on hand are reported as just fair, and business in this line is quiet.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.72-$0.75
1 barrel lots	0.74- 0.75
Small quantities	- 0.83

Window Glass Is Up; Discounts Are Changed

Montreal.

GLASS.—An advance is recorded in glass through a revision of discounts. These now are—to the ordinary trade 10 per cent., and to the retailers 15 per cent. off list.

There is not much immediate business, as most of the fall work is finished, but some bookings are being taken for delivery after the first of the new year.

White Lead In Oil Holds Steady In Price

Montreal.

WHITE LEAD IN OIL.—Little interest centres around white lead in oil. The market tendency is rather firm, even though lead has been some weaker in tone, as the price of linseed oil has tended to equalize matters. Jobbers here do not expect much change of price owing to the small demand that now exists, and this will continue to be the feature in the cold months. Some booking is being done on the basis of $15.50 per cwt. for 5-ton lots, $16 for 1-ton lots, and $16.35 per 100 lbs. for smaller quantities.

Paint Sorting Is Quiet; Spring Bookings Good

Montreal.

MIXED PAINT.—Most paint makers are either taking stock or making preparations for inventory. It is a quiet time for immediate business, although there is a fair amount being done. One large paint maker states that his firm is well pleased with the outlook for spring, and that orders received indicate a splendid feeling among retailers, who are now placing spring business in greater volume than had been looked for when the travellers went out to cover their territory.

Pure Putty Advances; Ordinary Grades Firm

Montreal.

PUTTY.—An advance has been made on pure putty. The regular advance of $1 per 100 lbs. over ordinary grades has been raised to $1.25 this week. Ordinary putty is very firm, but unchanged, and the demand is just fair. There is anticipation in some quarters that the price may advance owing to scarcity and increased costs of containers. Linseed oil and whiting being higher, there will also be a tendency to higher prices for putty. Quotations are—Bulk, in casks, $3.60 per 100 lbs.; bulk, in drums of 25, 50, or 100 lbs., $4.45, and bladders in bbls., $4.70 per 100 lbs.

TORONTO

TORONTO, Dec. 6.—Turpentine was in easier tone in the local market during the week as a result of a similar condition in the primary market. Quotations were made at lower prices than those prevailing last week, but there are intimations that the primary market has again an upward turn. Linseed oil held in stationary position with a firmer tone in the flaxseed market during the week. Varnish shellac was moved to higher levels, following a recent advance in gum shellac. Glass and white lead in oil remained unchanged. Differential between standard and pure putty has been increased. Business in paint lines is light at present owing to the approach of the holiday season. Travellers for some of the wholesale houses are in off the road and will not make their usual trips again until after the New Year. Paint manufacturers report booking business for spring continues satisfactory.

Linseed Oil Is In Firmer Undertone

Toronto.

LINSEED OIL.—There is a firmer undertone to the market for linseed oil due in large measure to the uncertainty over the Argentine crop. In some well informed circles the opinion is expressed that there is grave doubt whether or not this seed will get into the United States market. As reported last week a cable despatch from the Argentine stated that negotiations were under way on the part of the Allies to take all the exportable surplus of flaxseed from the Argentine. New uses which are being found for linseed oil has caused a big demand from quarters that hitherto used very little. Reports of frost in Argentine also have had the effect of reducing the crop estimates. Should the Argentine seed not come into the United States market Canadian seed would be much in demand and prices would undoubtedly go higher. There is a good movement of seed in the Canadian Northwest at the present time, 275 cars having passed inspection at Winnipeg during the week. Supplies of seed are coming to the Canadian crushers in the East very slowly owing to the transportation situation and the movement of seed in the West would seem to indicate that it is going across the line into the United States. Flaxseed showed a firmer tendency at Winnipeg during the week, an advance of 3¾c having been recorded in the December option. In small quantities the demand for linseed oil is

Proof

In order to prove that we are positively maintaining our formula, we asked J. T. Donald & Co. to purchase a can of B-H English Paint on the open market and make an analysis.

Their letter reproduced below shows conclusively that B-H English Paint conforms to the written guarantee signed by our President on every can.

B-H "ENGLISH" PAINT 70% Pure White Lead, 30% Pure White Zinc, 100% Pure Paint

This combination is unexcelled for outside use.

Where we are not represented, we shall be pleased to hear from responsible dealers.

TEL. MAIN 2255, 2254

J. T. DONALD & CO.
CHEMICAL ENGINEERS, CONSULTING CHEMISTS.
REPORTS, ANALYSES, ASSAYS, TESTS, INSPECTION.
TORONTO—43 Scott St.
318 LAGAUCHETIERE STREET WEST.
CORNER BEAVER HALL
MONTREAL, November 30.1917.

Messrs Brandram-Henderson, Ltd.,
St. Urbain St.,
Montreal.

Dear Sirs:-

We purchased tins of your Brandram-Henderson " English " White Paint in different parts of the city and mixed the same into one sample. We then submitted this composite sample to analysis. We find:-

I. The dry pigment gave on analysis:-

II. Vehicle 30.90%
pigment 69.10%

III. White Lead 68.12%
Zinc Oxide 30.90%

IV. The Vehicle is found to consist of:-
Linseed Oil, Turpentine and Liquid Dryer.

The conclusions to be drawn from the above are that this Brandram-Henderson "English " White Paint is of the highest grade and combines in one the advantages of the two basic white pigments, white lead and zinc oxide.

Yours faithfully,
J. T. Donald & Co.,

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

somewhat quiet. Range of quotations is as follows:

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.39-$1.52	$1.41½-$1.55
3 to 5 bbls.	1.39- 1.51	1.41½- 1.54
6 to 9 bbls.	1.38- 1.50	1.40½- 1.53

Turpentine Gives Evidence Of Weakness

Toronto.

TURPENTINE.—There was a weaker tone to the turpentine market during the week as a result of a decline in the primary market to the extent of 3c per gallon. In the local market the range of quotations remained unchanged, although in one instance quotations were reduced from 75½c and were made on the basis of 74c. The range of prices held unchanged at 74c to 77c, but intimations were made that concessions would probably be made from the higher figures. The weakness in the primary market was caused through a poor domestic demand and inability to secure freight accommodations for Europe. There are now some 140,000 barrels of turpentine held at the various Southern ports. Locally the demand is light.

	Imp. gal.
1 barrel	$0.74-$0.77
2 to 4 barrels	0.73- 0.76
5 gallon lots	0.81- 0.84

Varnish Shellac Advances 35c Gallon

Toronto.

SHELLAC.—Following an advance in the price of gum shellac and higher prices in wood alcohol and methylated spirits an advance of 35c per gallon was put into effect on the price of varnish shellac during the week. Pure white in gallon jugs is now quoted at $4.35 per gallon, while pure orange varnish shellac is quoted at $4.10 per gallon. Wood alcohol and methylated spirits, together with gum shellac, are the ingredients used in the varnish shellac. This advance in varnish shellac was stated in these columns to be highly probably. Gum shellac continues to be quoted at 70c to 73c for TN, 83c to 86c for finest white and 80c to 83c for bone dry white. Statements were made that offers of sale were made for bone dry as low as 68c, but no confirmation of sales could be obtained as taking place at this figure.

Thinks Glass Industry Nearing Serious Situation

Toronto.

GLASS.—Glass prices are unchanged at the advance recorded last week, quotations being made on the basis of 40 and 10 per cent. off list on single and double diamond and 33 1-3 per cent. on cut lights. Anent the situation in window glass a large dealer had the following to say on being asked for his opinion by HARDWARE AND METAL:

"The window glass jobbers and importers are facing to-day the most serious situation in the history of the industry. This is no less than the prohibition of the manufacture of window glass by the United States Government. It has been known for some time past that the Government has been compiling a list of non-essentials and it was an open secret that window glass was among the first articles so enumerated. A week ago it was stated in the Pittsburgh trade journals that the majority of the War Board were in favor of classing window glass as a non-essential. The New York *Times* of Saturday, November 24, in a front page leading article stated that the Priority Board had recommended to the Government authorities a list of 525 non-essential commodities which might be subject to embargoes. Among this list of 525 there are eleven important commodities of which window glass is one of the first. The New York *Times* in an editorial on Sunday, November 25, stated that this will come as a shock to many shippers, but some such action must be taken to afford relief to the fuel and railroad situation. In these articles it is pointed out that similar steps were taken long ago in England and France and these drastic proposals are necessary to meet the present crisis.

"It is not definitely stated whether the embargoes are to be absolute or partial, but there can be no doubt that the Government in the United States has in mind to take such action to afford relief to the situation at the expense of the window glass industry. Such being the case, Canada will experience a shortage of glass never before known and prices heretofore undreamt of."

Differential On Pure Putty Increased

Toronto.

PUTTY. — The differential between standard putty and pure putty has been increased 25c per hundred pounds, which now makes the price of pure putty $1.25 higher than the price of standard putty. Standard putty prices hold unchanged, bulk in casks being quoted at $3.80 per hundred pounds and in 100-lb. and 25-lb. drums at $4.65. One wholesale house is quoting 100-lb. drums on the basis of $4.55 per hundred pounds. Demand for putty has been fairly good owing to the installations of glass for repair work and for storm windows and doors and similar work.

White Lead In Oil Market Continues Steady

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil held unchanged during the week. Although intimations were made in certain quarters that an advance was not unlikely some closely in touch with the situation are inclined to scout the idea at the present time. A rather significant fact is that the grinders have extended the booking time up to March 1, 1918. all orders placed at present prices will be filled up to that time. Pig lead in the primary market held in a stationary position during the week. Lacking some incentive from this source it would hardly seem likely that a movement upward will take place in the immediate future.

Travelers Are Now Off Road For Holidays

Toronto.

MIXED PAINT.—Some of wholesale paint houses are not sending their travelers on their rounds this week and will keep them off the road until after the holiday season. Manufacturers of paint, however, continue to do a fairly good booking business for delivery next spring. Makers are busy at their factories preparing for next year's business. Sorting business for mixed paints is light. Paint is not a popular item for Christmas gifts, but some dealers are inclined to the belief that it would make a much more sensible and serviceable gift than some of the articles that are given during the holiday period.

$100 OUTLAY IN TOYS BRINGING RETURNS

(Continued from page 34.)

terest in everyday articles of hardware and the increase in business is estimated at about 25 per cent. over those seasons when toys were not carried. The sales of sleighs and skates, hockey sticks, pucks and other staple lines are also helped.

Bigger Stock Next Year

The success of this venture has been such that Mr. Letourneau will buy and display a larger stock next year. The first year's stock invoiced at cost about $100. This year it has been increased to about $600 or more, including sleighs and skates, so that it can be readily seen how quickly the demand has resulted in an increase in the variety and extent of the toy stock. There is a good margin of profit and with so many new lines available, which meet the popular demand, there is sure to be good scope for developing a full line.

It would in any case require a very modest amount to start, and by judicious display of the lines selected there is little doubt that many retailers will soon be as enthusiastic as is Mr. Letourneau regarding the field for this interesting holiday line.

J. M. Winter, of King, Ont., general merchant, spent Monday in Toronto.

J. Arthur Painchaud, manufacturers' agent, Quebec, was a visitor at HARDWARE AND METAL'S office during the week. Mr. Painchaud, speaking of conditions, stated that business is generally good, with the exception of construction. Very little demand for building materials.

Windsor, Ont.—R. H. Hassler, Ltd., has been incorporated with a capital of $50,000 to manufacture automobiles, bicycles and accessories.

Too Late for Condensed Ad Page

FOR SALE

HARDWARE, HARNESS, FURNITURE — good farming community, Saskatchewan. Stock about three thousand. Write Box 750, Hardware and Metal, Winnipeg.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

BERRY BROTHERS' CELEBRATED MADE IN CANADA VARNISHES

BRILLIANT DURABLE UNEXCELLED

WALKERVILLE, ONT.

BERRY BROTHERS' trade mark and label bear the same relation to their made-in-Canada varnishes and enamels as the Sterling mark on silver. Sixty years' experience based on "quality first" are sealed up in every can of "Berry" products.

Discriminating buyers have learned that "Berry "brands are absolutely reliable and true to description, and this wide reputation is a valuable asset for dealers handling our line.

The label of Berry Brothers is usually the only argument needed in marketing "Berry" Finishes.

Here are some profitable specialties. They are staples of the varnish trade and ready sellers.

LUXEBERRY ENAMELS—white, ivory and three shades of grey.

LIQUID GRANITE—floor varnish. Makes a smooth satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE - ONT.

(636)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.
Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 57½%. London, 60%.
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

AXES

	F.O.B. Toronto, Montreal London	and Hamilton.
Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. . $1.40-$1.75
Cut Lace Leather, lb. . . 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb.	$3.00
B x 50 lb.	3.60
A x 75 lb.	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 48
Rods, base ½ to 1 in. round	40-43
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Sixe 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony . . . . .Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 20
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	.....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in. sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ... .
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,

A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in..	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft..	28.00-......

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots...	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2¾ inch.....15c
1 inch.....$1	3 inch 10c
1⅛ inch.....$1	3¼ inch ...10c
1¼ inch.....65c	3½ inch ...10c
1½ inch.....40c	4 inch 5c
1¾ inch.....40c	4½ inch ... 5c
2 inch.....30c	5 inch base.
2¼ inch.....30c	5½ inch base.
2½ inch.....15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton. $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

SUN VARNISHES

SUN VARNISH

For all Interior Woodwork

Sun Varnish—a waterproof interior varnish to be used on wooden surfaces. Does not mar white or chip; can be used for exterior purposes also.

The Varnish with a reputation that all householders want. See that your varnish stock is complete by having a good assortment of Sun Varnish.

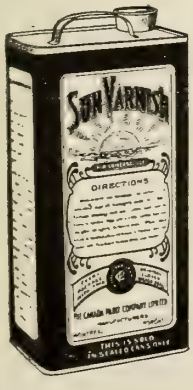
Your customers are looking for a floor varnish that will protect and beautify their floors. Sun Waterproof Floor Varnish is what you should offer them. It does not scratch or mark easily under the severest wear.

Leaky coils, rain or snow, will not hurt it. It will create satisfaction and more business for you.

When writing for information on Sun Varnishes ask about our agency proposition.

SUN WATERPROOF FLOOR VARNISH

For the Best Hardwood Floors

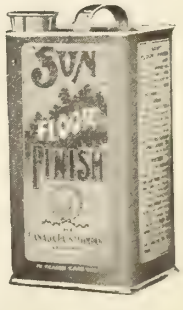


The Canada Paint Co., Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street - - - Montreal
112 Sutherland Avenue - - - Winnipeg



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	...3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch......	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—	1640	$ 0 72
	1848	0 77
	2060	0 88

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London. Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

Per 100 feet

	Black	Galvanized
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 7 45
16 gauge	12 05	7 50
18-20 gauge	10 30	7 30
22-24 gauge	10 45	7 35
26 gauge	....	7 40
28 gauge	....	7 50
10¾ ozs.	11 05	....

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 25
28	13 00	13 00	13 00
10¾ oz.	.....	.....	13 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

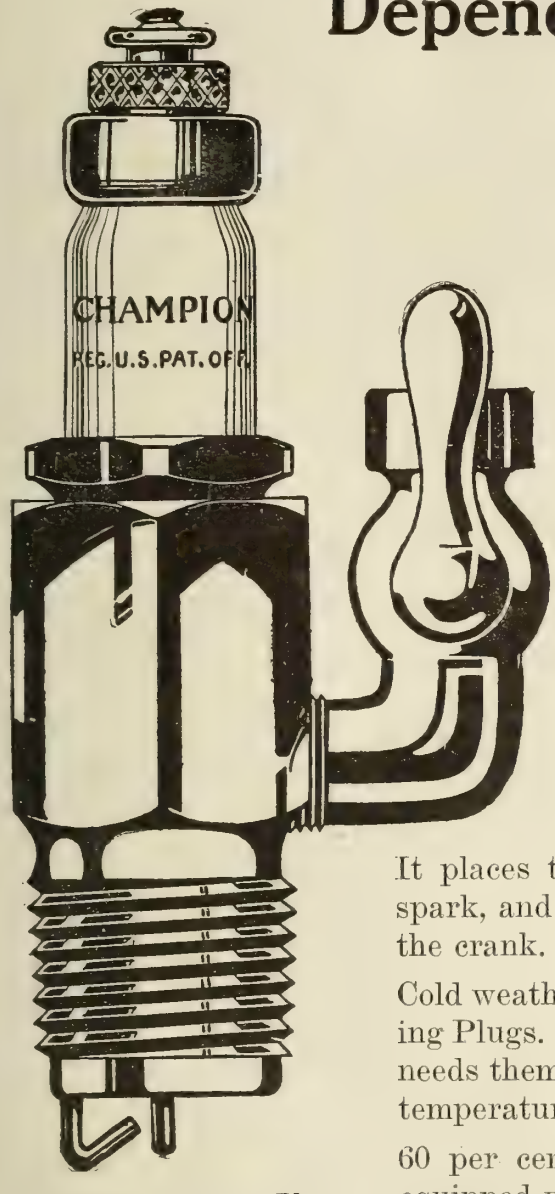
F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Every Motor Cylinder Should Be Equipped NOW With a Dependable Priming Plug



Champion Priming Plug
List Price $1.25

It is the shortest route to eliminating cold weather starting troubles.

In the whole category of Priming Plugs there is none that will give the same satisfactory service to your customers as will the

Champion Toledo Priming Plug

It places the gasoline right where it will catch the spark, and set the motor humming at the first turn of the crank.

Cold weather means a big demand for Champion Priming Plugs. Every Ford and practically every other car needs them, and they are guaranteed to stand extreme temperature changes without injury.

60 per cent. of all Canadian-made cars are factory equipped with other types of Champions. The reason is obvious.

To-day is the day to order from your jobber
Insist on getting only Champions

CHAMPION SPARK PLUG CO. OF CANADA, LIMITED
Windsor - Ontario

The Champion Guarantee: "Complete satisfaction to the user, free repair replacement or money back."

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels......	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black.......	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	17 80	.....	14.80
Coal Shovels, No. 3 Black.........	22.00	.....	14.50
Sand Shovels, No. 3, black.........	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black.........	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black.......	19.00	18.00	17.00

For polished goods the following net extras apply:

Full polished ....$1.00 per dozen net

Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim....... 30 00
Champion, Jap'd trim...... 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B.B. 36 00
Grand Rapids, Jap'd trim., B.B. 32 00
Parlor Queen, nic'd trim., B.B. 42 00
Princess, nic'd trim., B.B... 37 00
Standard, nic'd trim........ 32 00
Standard, Jap'd trim....... 29 00
Universal, nic'd trim, "Cyco" bear. 34 00
Universal, Jap'd trim., "Cyco" bear. 30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth Per 100 ft.
8 in.....$ 6 90 15 in.....$12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10

Prices net list.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1 .... $2 05
Jump, No. 1 .... 2 65
Hawley & Norton, No. 1.... 3 15
Newhouse, No. 1 .... 4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. ....$
550 ft. ....
600 ft. ....
650 ft. ....

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb..........44½-56
4-ply wrapping, lb..........48 -60

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75

F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs...	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41

F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......$5 00 No. 26....$ 9 50
No. 18...... 5 50 No. 27.... 10 00
No. 19...... 6 00 No. 28.... 11 00
No. 20...... 6 65 No. 29.... 12 00
No. 21...... 7 00 No. 30.... 13 00
No. 22...... 7 30 No. 31.... 14 00
No. 23...... 7 65 No. 32.... 15 00
No. 24...... 8 00 No. 33.... 16 00
No. 25...... 9 00 No. 34.... 17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 66
No. 11 .... 6 72
No. 12 .... 6 80

Wire Bale Ties

No. 12 .... $6 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$5.50-$6.20
No. 9 pl. galv. 4.70- 5.90
No. 12 pl. galv. 4.85- 6.00
No. 13 pl. galv. 4.50- 6.15
No. 9 coil sp........... 5.00- 5.90
No. 12 coil sp............ ....- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanised after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in............. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal. Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo— Doz. net Doz. net
8 in....$14 00 18 in....$31 20
10 in.... 15 60 24 in.... 45 25
14 in.... 21 85

Coes— Doz. net Doz. net
6 in....$13 00 15 in....$31 20
8 in.... 15 60 18 in.... 41 60
10 in.... 18 20 21 in.... 50 70
12 in.... 23 40

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

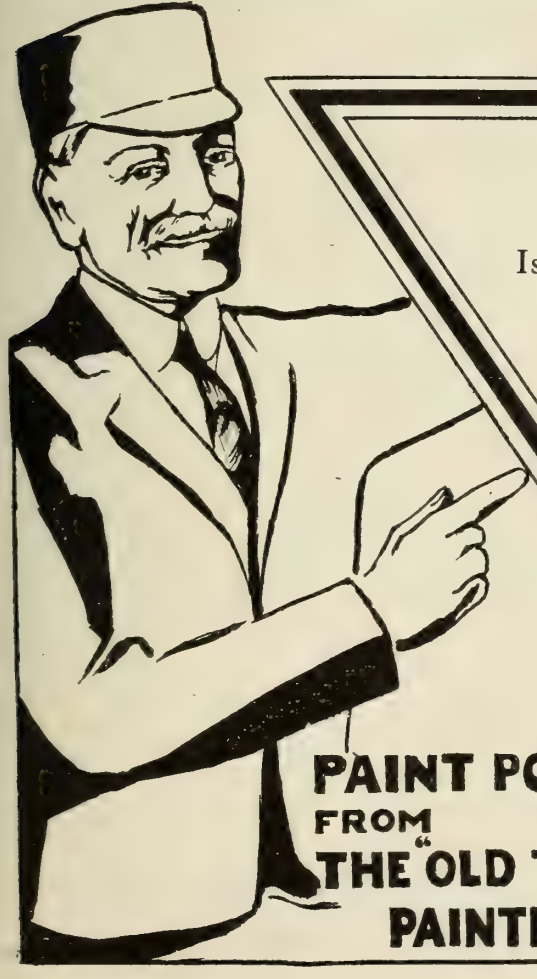
In your preparation for the Christmas rush, don't neglect a stock of

THE RIGHT WAX TO WAX RIGHT

Floors beautifully polished with Ramsay's Wax add cheer to the Christmas home-coming.

A. RAMSAY & SON CO., MONTREAL

TORONTO **Established 1842** **VANCOUVER**



BETWEEN JOBS

Is the time when your trade forms its opinion of the Paint you handle. It's a long time between jobs with

MAPLE LEAF PAINTS and VARNISHES

And it's Maple Leaf for the next job because of the service and value it gives between times.

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF
FINISHES THAT ENDURE
QUALITY

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 85

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	7 15
Burnt Umber, 100 lbs	7 15
Raw Sienna, 100-lb. kegs	7 15
Burnt Sienna, 100-lb. kegs	7 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8 100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Ordinary trade discount 10%; retail hardware 15% off.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.58 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls.	
250-lb. kegs	
100-lb. drums	....
50-lb. drums	....
25-lb. drums	....
1-lb. 100s, papers	
½-lb. 200s, papers	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

Standard Less than tons

	Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 70	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.25 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.35.

Pure Orange, gal., $4.10.

Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
Jamieson's Copaline	2 75
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

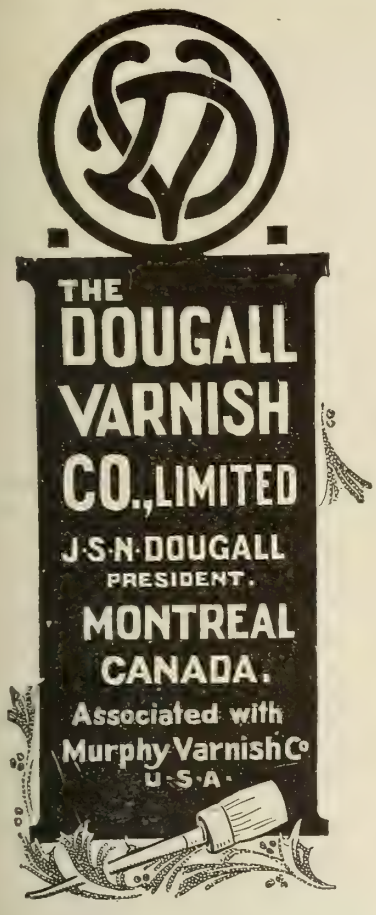
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons	$1.80
In barrels	- 1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London



DOUGALL'S MOTOR CAR VARNISHES

Ensure Absolute Satisfaction

WE have devoted much time and particular care to the production of a perfect line of automobile varnishes.

This line is complete from the primer to the final finishing coat and if you stock and sell this line you ensure getting the very best obtainable for your customers.

Write for Special Booklet on Automobile Varnishes.

The Dougall Varnish Co., Ltd.
MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

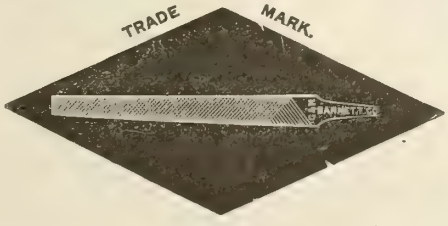
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; ⅜, 7-16 in., $6.10 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 80	$11 80
28 Am. or 26 Eng.	11 40	11 40
26 Am. or 26 spec.	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20	10 95	10 95
16 Am.	11 25	11 25

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 00
12 gauge	11 00
14 gauge	11 00
16 gauge	11 00
18-20 gauge	10 05
22-24 gauge	10 10
26 gauge	10 15
28 gauge	10 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

You'll be as well satisfied as your customers

IF YOU PUSH

Stephens'

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Every householder whom you persuade to use Silkstone instead of Kalsomine and other distemper colours will gain an enhanced opinion of your ability and knowledge. For Silkstone does so much better work—lasts longer—is more sanitary—won't rub off. In fact the advantages of Silkstone over other wall finishes are so many and so decided that one sale always means more to follow. So by persuading your customers to do the best for themselves you have really done the best for your own business.

There can be not the slightest doubt that your customers will be completely satisfied with Silkstone. They'll appreciate the ease with which it is laid, they'll admire its rich, soft tones, and they'll be pleased with its wearing and sanitary qualities. Pushing Silkstone is both profitable and pleasant.

There should be a "Stephen's" Agency in every locality. If there is not one in your district get after this exclusive agency right away. We've a paying proposition for the right man.

G. F. STEPHENS & CO., LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.

Adjustable Hack Saw Frames
Bridgeport Hardware Co., Bridgeport, Conn.

Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Paint
G. F. Stephens & Co., Winnipeg

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Spielmann Agencies, Montreal.
Ware Mfg. Co., Oakville, Ont.

All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.

Antimony
Canada Metal Co., Ltd., Toronto.

Artist Brushes
T. S. Simms & Co., St. John.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Andirons
Enterprise Foundry Co., Sackville, N.B.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
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J. Samuels, Toronto.
Soren Bros., Toronto.

Architectural Bronze
Can. Allis-Chalmers, Ltd.

Architectural Iron
Can. Allis-Chalmers, Ltd.

Anger Bits
Wilkinson & Kompass, Hamilton.

Augers, Post Hole
Canada Foundries & Forgings, Brockville

Armco Iron
American Rolling Mill Co., Middletown, Ohio.

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Walter Belyea, Winnipeg

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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
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Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.

Automobile Hammers
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Tire Tools
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Arms
Iver Johnson Arms & Cycle Wks., Fitchburg, Mass.

Axles
B. J. Coghlin & Co., Montreal.

Axle Pulleys
Canada Foundries & Forgings, Brockville

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton

Bakers' Oven Castings
Canada Foundries & Forgings, Brockville

Bale Buckles
J. E. Beauchamp & Co., Montreal

Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal
Canadian General Electric Co., Ltd., Toronto.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Boat Fixtures
Canada Foundries & Forgings, Brockville

Bedfasts
Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

Brass Castings
Booth-Coulter Co., Toronto.
Canada Metal Co., Ltd., Toronto
Empire Mfg. Co., London and Toronto.
Tallman Brass & Metal Co., Hamilton, Ont.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Empire Mfg. Co., London and Toronto
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.

Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

Brass Ferrules
Canada Metal Co., Ltd., Toronto

Brass Sheets
Booth-Coulter Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Brass Rods
Booth-Coulter Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Brass Tubes
Booth-Coulter Co., Toronto.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.

Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Balata Belting
Plewes, Ltd., Winnipeg.

Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Belting, Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bibb Washers
Jenkins Bros., Ltd., Montreal

Bicycles
Hyslop Bros., Toronto
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bicycle Supplies
Hyslop Bros., Ltd., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal

Bent Glass
Toronto Plate Glass Co., Ltd., Toronto

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal

Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Co., Toronto.
London Foundry Co., Ltd., London, Ont.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas

Box Chisels
Bridgeport Hardware Co., Bridgeport, Conn.

Box Openers
Bridgeport Hardware Co., Bridgeport, Conn.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain,

Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton-Wilkinson & Kompass, Hamilton

Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

Barn Door Hangers
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Barrel Stands
Wakyte Mfg. Co., Winnipeg

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

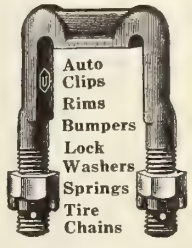
P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

Tire Chains

to fit any size tire. Best material, good workmanship, right prices. Get quotations.

Entrust us with your orders for Bar Iron, Bar Steel, Band Steel, Angles; Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers; Bolt Ends; Turn Buckles; Auto Curtain Fasteners, Handles and Locks; Enamels, Varnishes and Japans.



C. KLOEPFER
LIMITED
44-50 Wellington Street, East
TORONTO
and GUELPH, Ont.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS

83 Cannon St. E., HAMILTON, ONT.

Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be boked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

HERE'S A PROFITABLE SIDE LINE.

The Pantaphone will occupy little space on your floor, and no one who comes into your store can pass its beautiful cabinet without displaying pleased interest. And anyone who is interested will be quickly won over by the full, resonant, beautiful tone reproduction. Many hardware merchants have sold Pantaphones as a side line with a minimum of trouble. You too can do it. Its price helps. Find out more about it.

Canadian Phonograph & Sapphire Disc Co., Limited, 408 Builders Exchange, Winnipeg

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

The Publisher's Page

TORONTO December 8, 1917

What The Salesmen Think

THE following letter was received by HARDWARE AND METAL from the head salesman and display man in one of the finest retail hardware stores in Western Canada. (Name will be sent on request) :—

"We notice the announcement for the Christmas Window Contest in your last number of HARDWARE AND METAL, *and take great pleasure in sending in an entry for our store.*

"We might add that we would rather win in HARDWARE AND METAL *contest for the honor alone, even if money were not given as a prize, than in any other contest.*

"Wishing you every success."

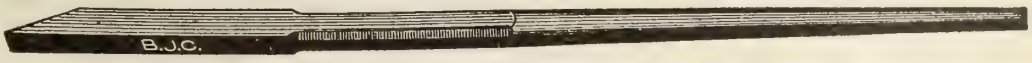
The writer of the above letter has won prizes in most of the big contests conducted by trade papers and manufacturers in both the United States and Canada.

One of HARDWARE AND METAL'S greatest assets is the "retail salesman confidence" which the paper enjoys.

CLASSIFIED LIST OF ADVERTISEMENTS

Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield,
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse, Sheep and Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Empire Mfg. Co., London and Toronto.
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Clothes Lines
Plymouth Cordage Co., Welland,
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield,
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Geo. W. Reed, Montreal.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin, Baths, Brass, Iron
Jas. Morrison Brass Mfg. Co., Toronto.
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Coffee Percolators
Canadian General Electric Co., Ltd., Toronto.
Coffee Urns
Canadian General Electric Co., Ltd., Toronto.
Coils, Brass, Iron and Copper
Empire Mfg. Co., London and Toronto.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Iron
Metallic Roofing Co., Toronto and Winnipeg
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Copper Sheets
Booth-Coulter Co., Toronto.
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Geo. W. Reed, Montreal.
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Empire Mfg. Co., London and Toronto.
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Scythes, Ltd., Toronto.
Cotter Pins
Wilkinson & Kompass, Hamilton
Crate Openers
Couplings, Wrought
Empire Mfg. Co., London and Toronto.
Bridgeport Hardware Co., Bridgeport, Conn.
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Can. Allis-Chalmers, Ltd.
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield,
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandram-Henderson, Montreal.
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

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TARRED FELT

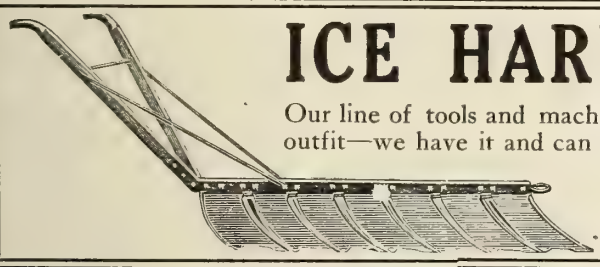
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



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Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

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WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Mention This Paper When Writing Advertisers

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dumb Waiters
Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Plates
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Canadian General Electric Co., Ltd., Toronto.
Great West Electrical Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
Canadian General Electric Co., Ltd., Toronto.
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electrical Copper Bus Bar
Booth-Coulter Co., Toronto.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg

Electric Farm Plants
Canadian General Electric Co., Ltd., Toronto.

Electric Toasters
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Co., Toronto.

Elevator Enclosures
Can. Allis-Chalmers, Ltd.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Eavetrough
Geo. W. Reed, Montreal.
Toronto Lock Co., Toronto.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto

Explosives
Dupont Powder Co., Wilmington. Del.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

Faucets
Jas. Morrison Brass Mfg. Co., Toronto

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

Fittings
Pease Foundry Co., Ltd., Toronto

Fittings, Wire Door
Toronto Lock Co., Toronto.

Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Filters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Toronto Pottery Co., Toronto.
Waller Belyea, Winnipeg

Fire Dept. Supplies
Booth-Coulter Co., Toronto.

Fire Brick
Waller Belyea, Winnipeg

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont
Geo. W. Reed, Montreal.

Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

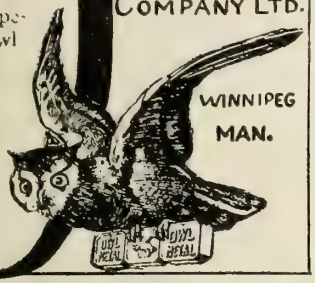
Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

WL BABBITT METALS

OWL METAL COMPANY LTD.



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LONDON

HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

PROGRESSIVE HARDWARE MERCHANTS all over Canada handle

"WAKYTE" Closets

The reason: More money for the dealer—better satisfaction for the purchaser.

Their special construction cuts your freight charges in half. Superior Quality and low prices make them a quick seller, and their great durability ensures absolute satisfaction to the purchaser. "Wakyte" Dealers can meet competition from any source, and offer far more value for the money.

This is the time of the year to sell "WAKYTE" Closets, and you cannot make money faster than by putting in your stock NOW.

Wakyte Mfg. Co., Limited
259-261 Stanley St.
Winnipeg, Man.

WAKYTE

ODORLESS SANITARY CHEMICAL CLOSETS

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

A want ad. in this paper will bring replies from all parts of Canada.

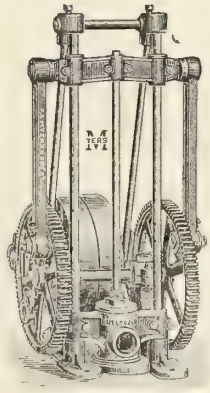
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



MYERS

Power Pumps

The wide range of pumping labor and the large number of styles included in the Myers Line of Bull-dozer Power Pumps and Working Heads, with their simplicity of construction and ease of operation, account for over 25,000 being sold last year Any power — any capacity—many prices. Catalog gladly mailed.

F. E. Myers & Bro.
Ashland, Ohio
J. H. ASHDOWN Hardware Co., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS., Ltd., Montreal, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS

Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto

Fuse Wire
Canada Metal Co., Ltd., Toronto

Galvanizing
Toronto Lock Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipes
Canada Metal Co., Ltd., Toronto

Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg

Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Geo. W. Reed, Montreal.

Galvanized Fencing Staples
Western Wire & Nail Co., London

Galvanized Fence Hooks
Western Wire & Nail Co., London

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal

Galvanized Steel Tanks
Pedlar People Limited, Oshawa

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Galvanizing
Thos. Davidson Mfg. Co., Montreal

Garage Door Holder
Toronto Lock Mfg. Co., Toronto

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock,

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Geo. W. Reed, Montreal.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto

Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.

Gasoline Lights
Powerlight Co., Winnipeg

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto

Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

General Store Fittings
Cameron & Campbell, Toronto

Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto

Glass Ware
Powerlight Co., Winnipeg

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glass, Window
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Plate
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Gloves, Rubber
Northern Electric Co., Montreal

Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal

Gloves
American Pad & Textile Co., Chatham

Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal

Graniteware Menders
Volpeek Mfg. Co.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg

Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Grain Scoops
Wakyte Mfg. Co., Winnipeg

Graining Colors
A. Ramsay & Son Co., Montreal

Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.

Grates, Coal
Toronto Lock Co., Toronto.

Greases, Transmission
Prairie City Oil Co., Winnipeg

Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.

Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton

Hammers
Canada Foundries & Forgings. Brockville.
Stanley Rule & Level Co, New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland. Ohio
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt

Handscrews
National Machinery & Supply Co., Hamilton

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg

Hard Oil Finish
A. Ramsay & Son Co., Montreal

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.

Hardware Store Fittings
Cameron & Campbell, Toronto

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harness Oil
Prairie City Oil Co., Winnipeg

Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton

Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto

Hinge, Friction
Toronto Lock Mfg. Co., Toronto

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Hinges, Rixon Checking
Toronto Lock Co., Toronto.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Hollow Wire Systems
Powerlight Co., Winnipeg

Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.

Horse Singers
Collins Mfg. Co., Toronto

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal

Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Horse Nails
D. Ackland & Son, Winnipeg

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

House Paints
G. F. Stephens & Co., Winnipeg

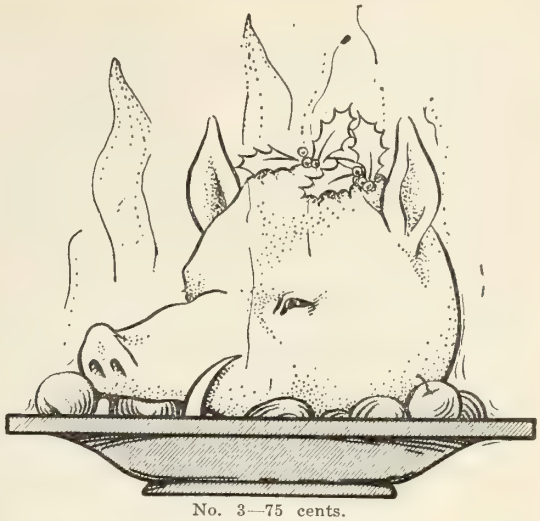
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Ice Scrapers
James Bros. Co., Perth

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

No. 1—75 cents.

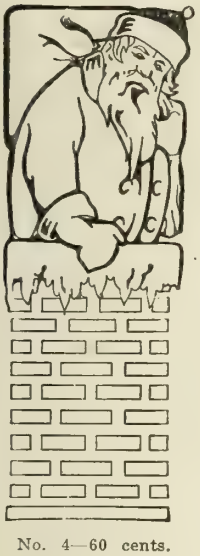
No. 2—45 cents.



No. 3—75 cents.

No. 5—85 cents.

No. 6—50 cents.



No. 4—60 cents.

These Cuts For Sale

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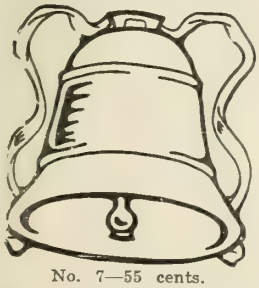
Electros will be forwarded carefully wrapped, postpaid, on receipt of price noted below each illustration.

If you order all the cuts shown on this page, it means an investment of only $6.45—and you own the cuts for use in future years. Remit price with order. Order by number.

Hardware and Metal, 153 University Ave., Toronto

No. 8—50 cents.



No. 7—55 cents.

No. 10—85 cents.

No. 11—65 cents.

CLASSIFIED LISTS OF ADVERTISEMENTS

Ignition Accessories
Northern Elec. Co., Montreal

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg

Incubators
Collins Mfg. Co., Toronto

Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.

Ingot Metals
Canada Metal Co., Ltd., Toronto
Empire Mfg. Co., London and Toronto.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal
Megantic Broom Mfg. Co., Ltd. Lake Megantic, Que.

Iron Washers
J. E. Beauchamp & Co., Montreal

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Iron
C. Kloepfer, Ltd., Toronto.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gasoline
National Stamping & Electric Works, Chicago

Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Jack Planes
National Machinery & Supply Co., Hamilton

Jack Screws
Canada Foundries & Forgings, Brockville

Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Joint Planes
National Machinery & Supply Co., Hamilton

Joiners' Clamps
Canada Foundries & Forgings, Brockville

Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg

Kalsomines
A. Ramsay & Son Co., Montreal

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin,

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marbie Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Shelf
Beatty Bros., Fergus, Ont.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.

Ladders, Extension
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford

Ladders, Step
Beatty Bros., Fergus, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Electric
Canadian General Electric Co., Ltd., Toronto.

Lamps, Tungsten
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.

Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto

Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York

Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton

Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal

Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal

Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago

Latches
The Stanley Works, New Britain, Conn.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton

Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg

Lawn Seats
Beauchamp, J. E., Montreal

Lawn Mowers
Canada Foundries & Forgings, Brockville

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Red
G. F. Stephens & Co., Winnipeg

Lead, White
G. F. Stephens & Co., Winnipeg

Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal

Lead Pipe
Canada Metal Co., Ltd., Toronto

Lead Traps and Bends
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Leather Belting
Plewes Ltd., Winnipeg

Lead Wool
Canada Metal Co., Ltd., Toronto

Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto

Lead Washers
Canada Metal Co., Ltd., Toronto

Lens, Non-glare
Hyslop Bros., Toronto

Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield,
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal

Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal

Liquid Paints
A. Ramsay & Son Co., Montreal

Locks
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Toronto Lock Co., Toronto.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto

Machine Dies
Wells Bros. Co. of Canada, Galt

Machine Oil
Imperial Oil Co., Toronto

Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg

Machines, Hand and Power
D. Ackland & Son, Winnipeg

Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg

Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg

Mantels, Gas, Gasoline
Powerlight Co., Winnipeg

Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg

Mats, Steel
J. E. Beauchamp & Co., Montreal

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton

Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto

Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Cornices
Geo. W. Reed, Montreal.

Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Lath
American Rolling Mill Co., Middletown, Ohio
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Metallic Windows
Metallic Roofing Co., Toronto

Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Geo. W. Reed, Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Mendets
Collette Mfg. Co., Collingwood.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

THE PARTNERSHIP WHICH HAS BEEN CARRIED ON UNDER THE NAME OF WOOD, VALLANCE & CO. HAS BEEN DISSOLVED BY THE EFFLUXION OF TIME. THE PARTNERSHIP ASSETS HAVE BEEN ACQUIRED BY WM. A. WOOD, S. H. ALEXANDER AND G. F. JAMES, WHO WILL CONTINUE THE BUSINESS UNDER THE NAME OF

WOOD, ALEXANDER & JAMES

THE DEBTS DUE TO THE LATE FIRM ARE TO BE PAID TO THEIR SUCCESSORS WOOD, ALEXANDER & JAMES, WHO WILL ASSUME AND DISCHARGE ALL LIABILITIES.

WE SOLICIT FROM THE PUBLIC A CONTINUANCE OF THE PATRONAGE SO LIBERALLY BESTOWED FOR SO MANY YEARS UPON THE LATE FIRM.

Wood, Alexander & James

Hamilton, Ontario,
29th November, 1917.

BRANCHES:

Toronto Office, 25 Front Street East.
Wood, Vallance Limited, Winnipeg, Man.
Wood, Vallance & Leggat, Limited, Vancouver, B.C.
Wood, Vallance Hardware Co., Limited, Nelson, B.C.
Wood, Vallance & Adams, Limited, Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters
Canadian General Electric Co., Ltd., Toronto.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto

Monel Metal
International Nickle Co., New York

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canadian General Electric Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Gananoque

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts
C. Kloepfer, Ltd., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Oil Stains
A. Ramsay & Son Co., Montreal

Oils
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
A. Ramsay & Son Co., Montreal

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Paper Bags
Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Montreal.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

Paint, Galvanized Iron, Metal
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal

Write for samples of

S. P. B. BAGS

and Open End Catalogue

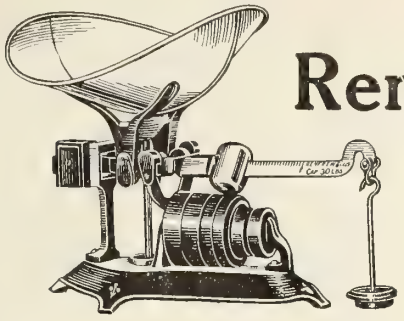
ENVELOPES

Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
247-255 Carlaw Ave., Toronto, Canada



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

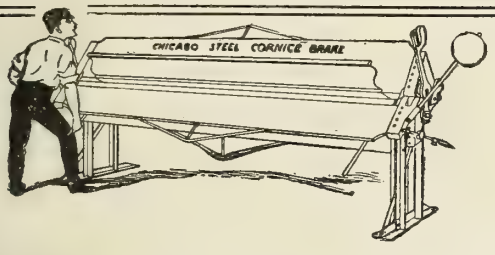
Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

ELECTROS

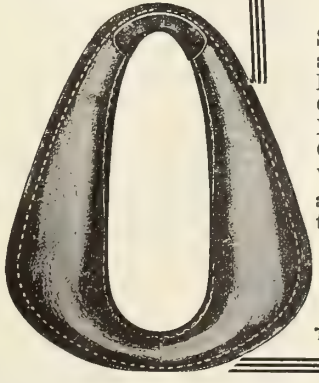
COULD YOU USE THIS?

It is yours, nicely mounted on a wooden block, for 20 cents post paid.

Write for our catalog of over 300 others

Hardware and Metal, 143-153 University Ave., Toronto

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin
Canada Metal Co., Ltd., Toronto

Phospher Copper
Canada Metal Co., Ltd., Toronto

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe (Vitrified Clay)
Toronto Pottery Co., Toronto.

Pipe System
Powerlight Co., Winnipeg

Pipe Vises
National Machinery & Supply Co., Hamilton

Pipe Wrenches
Empire Mfg. Co., London and Toronto.
Trimont Mfg. Co., Roxbury (Boston), Mass.

Plaster of Paris
Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield,

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield,
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Bridgeport Hardware Co., Bridgeport, Conn.

Powder
Dominion Cartridge Co., Ltd., Montreal

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Portable Baskets
Toronto Lock Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls. Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

Powder, Smokeless
Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
Dominion Cartridge Co., Ltd., Montreal

Pumps
Can. Allis-Chalmers, Ltd.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., London and Toronto.
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.

Pumps, Power
Can. Allis-Chalmers, Ltd.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

Pump Jacks
Beatty Bros., Fergus, Ont.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia. Pa.

Plate Glass
G. F. Stephens & Co., Winnipeg

Pump Valves
Empire Mfg. Co., London and Toronto.
Jenkins Bros., Ltd., Montreal

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gine Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Empire Mfg. Co., London and Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Radiators
Empire Mfg. Co., London and Toronto.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co. Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Soren Bros., Toronto.

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

Ridgeroll
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

Spending $1,900 or so on Advertisting

How Modest Appropriations can be used Effectively—the Correct Principle in Advertising.

THE average annual advertising appropriation in Canada is said to be somewhere round $3,000. This seems a very small sum. Yet even smaller sums can be made to accomplish excellent results. Thus a sum slightly under $1,250 will give a national advertiser a really strong campaign covering the whole of Canada; and a sum under $650 can be used effectively if one's particular field is the farm field.

The Correct Principle In Planning An Advertising Campaign

Before we define how these sums can be employed, we shall seek first to establish the correct principle in planning an advertising campaign.

This principle is: (1) Decide on the one best medium reaching the class of persons likely to give you business; (2) use this medium in an attention-commanding way—that is, use advertisements bold enough in size and display to assure the attention of readers; and (3) give this "first" or chief medium your full schedule—that is, all the insertions you deem necessary to secure your object.

If your appropriation for advertising permits the use of more mediums than one to be used simultaneously use each additional medium listed after the manner of the first one chosen; that is: (1) use each medium adequately; (2) give it bold "copy," and (3) a full schedule of insertions.

As against this method and idea is the following practice: (1) Decide on the sum you want to spend; (2) make up a list of all the mediums you would like to use; (3) decide on the number of insertions you think is necessary; and (4) let these three factors in combination determine the size of the advertisements. The consequences of this method are (1) small-size "copy," and (2) a thin—very thin—scratching of much soil.

Now Experience in the advertising world, as in other worlds, says: Circulate, intensify, get out of each unit all that it can be made to yield; multiply units only when each unit employed is being worked to its maximum. This is the teaching of Experience, substantiated by your own knowledge, if you will think it out.

Two "First" Canadian Mediums

Consenting to the principle as above defined, the selections of the "first" or chief mediums become fairly simple.

MACLEAN'S MAGAZINE is the "first" or chief medium in Canada among all monthly magazines of the general or family type having national circulation.

FARMER'S MAGAZINE is the "first" or chief farm paper in Canada having national circulation.

MACLEAN'S MAGAZINE, with its 50,000 circulation, has achieved circulation results in its smaller field comparable with the achievement of the most largely circulated U.S.A. magazine of the same general class in its 20-times-larger field. The circulation of MACLEAN'S MAGAZINE in Canada is the equivalent of a million circulation in the United States.

The circulation of FARMERS' MAGAZINE (27,000-30,000) in Canada is the equivalent of 600,000 in the United States.

Determining Dominant "Copy"

Granting that these two mediums are the "first" or chief mediums in their respective classes; the next thing to consider is what is dominant or adequate or sure-to-get-attention space. Obviously a full page is dominant space; so also is 2/3 of a page. Half a page may be. We shall compromise for the sake of illustration, on a space occupying 2/3 of a page—a space measuring 10 inches deep (a full column in each medium) by 2 columns wide. This means "copy" measuring 20 inches, or 280 agate lines.

We'll suppose, further, that one insertion each month, for the whole year, is scheduled in each medium used. That is a total of 3,360 agate lines (280 lines monthly x 12).

The Cost of a Strong Campaign

So the cost of an all-the-year-round campaign in each medium becomes:

Magazines.			
MACLEAN'S,	3,360 lines @	.37=	$1,243.20
FARMERS'	3,360 lines @	.19=	638.40
Both Mediums			$1,881.60

If one's field takes in urban and rural communities, then a year's advertising in "first" or chief mediums, using dominant "copy," and with full schedules, can be obtained for a little less than $1,900. If one has more to spend, then other mediums can be added, each used dominantly and fully, until the limit of one's appropriation is reached.

Remember that it is wisest to *grow* into advertising than to *go* into it. Many an advertiser has started out beyond his strength, and came to grief, perhaps blaming advertising rather than himself for the failure.

The Local Influence of National Mediums

Now a word about the *local* effect of advertising in these two mediums—the effect on consumers and dealers. First, on consumers. When we talk about magazines having *national* influence, we really mean that this national influence is the sum of its influence on each individual subscriber or home; for it is clear that any single copy of a magazine can and does influence only those persons who read it. Which means, that a magazine's influence is exerted primarily on persons, and that its national influence is the aggregate of its personal influences.

So a magazine has personal, family, community, and national influence, progressively.

This influence has *local* effect. It sends persons and families to local dealers to obtain what may be advertised; and it helps local dealers to sell nationally-advertised goods to persons and families familiar with advertised goods—this because of the magazines they subscribe to.

All of which means that the national advertiser, using magazines as his mediums, secures local community effect and national effect at one and the same time, and thus accomplishes economically his two objects.

This Advertisement is Addressed to You

This advertisement is addressed, in particular, (1) to those who are contemplating an advertising campaign to help them merchandise their products; (2) to those who are as yet in the beginners' class of national advertisers; (3) to those who are not wholly satisfied with past results, which may be a consequence of employing wrong methods or following wrong ideas; and (4) to those successful advertisers who want to strengthen their success.

In the limits of this page, it is not possible for us to elaborate the above and other ideas as fully as we would like; nor to convey all desired information concerning MACLEAN'S MAGAZINE and FARMERS' MAGAZINE. We have, for example, detailed circulation statements of these two magazines, by provinces and counties and in the case of MACLEAN'S by towns. Also, we have printed matter designed to prove that "a little advertising in a few magazines" has been and is the way to great success by many famous advertisers. Send for copies of "Good Stuff about Canadian Magazines" containing information of the sort indicated.

Planning an Advertising Campaign for 1918

THE year 1918 is at hand, and you probably are shaping your merchandising plans. It is important, in such case, that you should know much about the service which the two magazines, separately or in combination, can render you.

Write for the proffered copies of GOOD STUFF, this as a first step.

The MacLean Publishing Company, 143-153 University Ave., Toronto

Publishers of MACLEAN'S MAGAZINE and FARMERS' MAGAZINE.

(H&M)

CLASSIFIED LIST OF ADVERTISEMENTS

Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Rixon Door Check
Toronto Lock Co., Toronto.

Rosin
Ontario Oil & Turpentine Co., Toronto

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg

Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Rubber
J. H. McComb, Ltd., Montreal
Geo. W. Reed, Montreal.

Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Felt
J. H. McComb, Ltd., Montreal
Geo. W. Reed, Montreal.

Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Roofs, Silo
Pedlar People, Ltd., Oshawa

Roofers' Tools
Geo. W. Reed, Montreal.

Roof Cement
Geo. W. Reed, Montreal.

Rope
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Welland, Ont.
Scythes, Ltd., Toronto.

Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto

Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto

Rubber Footwear
Gutta Percha & Rubber, Ltd. Toronto

Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto

Rubber Mats
Canadian Consolidated Rubber Co., Montreal

Rules
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Lufkin Rule Co., Ltd., Windsor, Ont.
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Rules, Boxwood
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Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio

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Geo. W. Reed, Montreal.

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T. S. Simms & Co., St. John, N.B.

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Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal

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Wakyte Mfg. Co., Winnipeg

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Metallic Roofing Co., Toronto and Winnipeg

Sash Cord
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"Star Spiral" Brand—Jobbers.

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Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd Philadelphia. Pa.
Simonds Canada Saw Co., Montreal

Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto

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E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Saws, Circular
Simonds Canada Saw Co., Montreal

Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
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Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.

Scales and Balances
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John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton
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Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.

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Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.

Screws, Apple Press
Canada Foundries & Forgings, Brockville

School Seats
Canada Foundries & Forgings, Brockville

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Screens
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Kasement Skrene Dore Co., Toronto.

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Canada Paint Co., Ltd., Montreal
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Shot
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Dominion Cartridge Co., Ltd., Montreal

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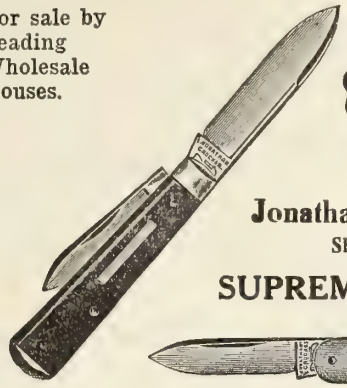

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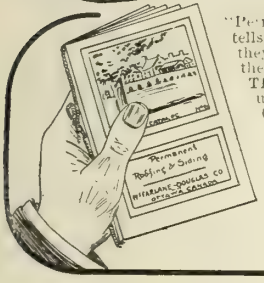

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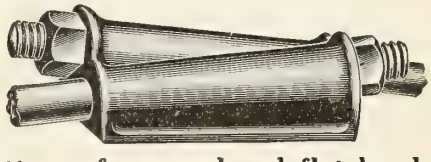

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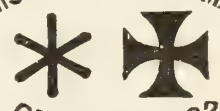

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Ward & Payne, Sheffield, Eng.

Mr. Bruce's Counsel

SPECIFICALLY APPLIED, MR. BRUCE'S COUNSEL may be said to recommend that business men should read every week THE FINANCIAL POST OF CANADA, to inform themselves concerning current events in the realm of Canadian business and public affairs.

Frank E. Mutton, Vice-President of the International Time Recording Company, of Canada, wrote the following letter to the publishers of THE POST:

Attention, Editor:

Recently we sent you a subscription covering the delivery of THE FINANCIAL POST to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information invaluable to any traveling representative of any firm.

(Signed) F. E. MUTTON.

Dated Oct. 12, 1917.

IN effect, THE FINANCIAL POST represents a Current Events Club, met weekly for the consideration and study of current affairs in Canada in relation to itself and the world at large. It represents the assembly of many, many surpassingly well-informed contributors who discuss intelligently, lucidly and proportionately, Canada's public and business affairs. No more stimulating and worth-while paper is published in Canada for the man who wants to be able to talk confidently, at the club, luncheon, board meeting, business council, public meetings, about Canadian public affairs.

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Talk Current Events

A Talk by H. Addington Bruce, Author of "The Riddle of Personality," "Psychology and Parenthood," Etc.

WHAT do you know about the doings in this great world wherein we live?

Do you try to form a really intelligent and well-considered opinion regarding events the world over?

Do you ever discuss their significance with friends and neighbors?

If asked what you think of any particular event, you are perhaps ready with an answer. Is your answer anything but a snap judgment, determined by prejudice rather than by reasoning analysis?

I put these questions not to be disagreeable, but because, if necessary, I want to spur you to appreciate the value that there is in discussion of current events.

Many people, fortunately, appreciate its value instinctively. Perhaps you are one of these. Many others are beginning to appreciate it.

This is shown by the growing popularity of clubs and classes on current events.

Only a few years ago such clubs and classes were almost unheard of. To-day most of our bigger cities have half a dozen of them or more.

In one city—Boston—a talented woman of my acquaintance draws an income of thousands of dollars a year from her leadership of current events classes.

Other men and women have similarly discovered that interest in current events is increasing so rapidly that they can well afford to organize classes like those conducted by the Boston woman.

Still, there remain many people—thousands of people—who never discuss current events. Many thousands more discuss only such events as come under the headings of "crime," "the theatre," and "sports."

These are the people I want to reach. They are the people I want to rouse to recognition of the practical helpfulness they will find in discussion of current events in general.

Current events clubs and classes might well be organized in every neighborhood, with weekly meetings to take up the outstanding happenings in international affairs, national politics, literature, art, music, science and industry.

Regular attendance at, and active participation in, these meetings will prove to be an education in itself.

It will enlarge the mental horizon and broaden the moral sympathies. By disciplining the mind to active thought it will raise the level of workaday efficiency.

It will make for a more alert, a more conscientious citizenship. It will give zest and color to a life which perhaps has hitherto been pathetically drab.

Unsuspected powers will be awakened. With a better grasp on the realities of life, the whole personality will expand.

One evening a week is certainly not too much to give to a discussion of the day-to-day developments in our wonderful world.

It may mean doing without an evening at cards or at the musical comedy, or at the dance hall. But this, after all, is not a terrible sacrifice.

And from the occasional talk over current events will come more profit than could possibly come from any number of evenings spent in card-playing, dancing, or listening to musical comedies.—Reprinted from the Toronto Daily Star.

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Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

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Canadian Tungsten Lamp Co., Hamilton, Ont.

Turning Tools
Buck Bros., Milbury, Mass.

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Kinzinger Bruce & Co., Niagara Falls, Ont.

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Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Ventilating Apparatus
Toronto Lock Co., Toronto.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Washers
C. Kloepfer, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Water Systems
National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

Washing Machines, Electric and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Scythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wash Boilers
Soren Bros., Toronto

Wash Tubs
Soren Bros., Toronto

Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg

Whitewash Outfits
Collins Mfg. C o,.Toronto

Weeders, Garden (hand and wheel)
J. E. Gibson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill

Wheelbarrows
London Foundry Co., Ltd., London, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
G. F. Stephens, Winnipeg, Man.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Window Glass
Canada Foundries & Forgings, Brockville
G. F. Stephens, Winnipeg, Man.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton

Wire Staples
B. Greening Wire Co., Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Co., Ltd., Hamilton

Wire Signs
B. Greening Wire Co., Ltd., Hamilton

Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago. Ill.

Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal

Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt

Wrenches, Basin
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Chain
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Monkey
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Pipe Trims
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

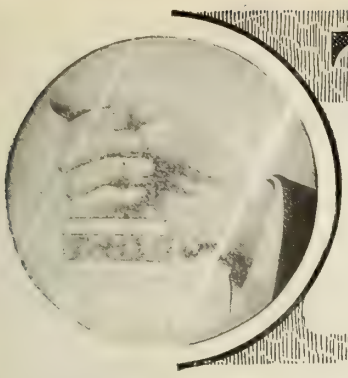
Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg

Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal

Zinc, White
G. F. Stephens & Co., Winnipeg



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEALS

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

BLUE LABEL LAMPS STAY SOLD

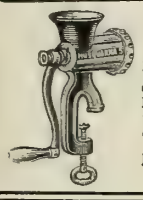
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"Maple Leaf" Brand BELTING

"Maple Leaf" Brand Belt Dressing
DOMINION BELTING CO. LTD.
HAMILTON, CANADA

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TWEED

SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd.,
145 St. James Street, Tweed, Ont.

CHRISTMAS Show Cards and Price Tickets with the Yuletide touch.

W. H. STEVENSON
Stevenson Bldg. TORONTO

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

"VIOLA" Cabinet PHONOGRAPHS

Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

TRY US FOR NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.
115-121 SUMACH STREET TORONTO, CANADA

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LUNN'S LAMINATED SKATES

Every pair made by hand—every pair guaranteed—extremely light, but will stand any amount of hard wear. Made to last and made to give satisfaction.

Write for prices.

G. J. LUNN & CO., 134 Chatham St., Montreal

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

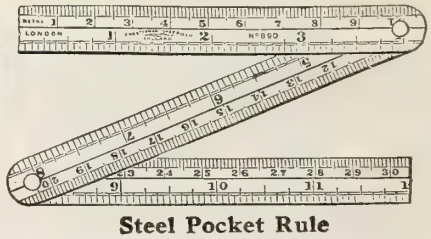
TRADE J C MARKS

CONSTANTIA J C

TRE BLE

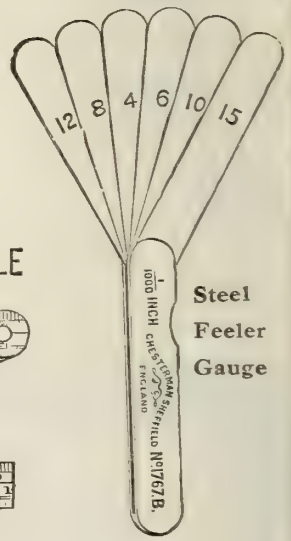
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED — EXPERIENCED HARDWARE clerk for live business in large Saskatchewan town; must be a hustler; permanent position for right man. Apply Box 502, Hardware and Metal, Toronto, or Winnipeg preferred.

WANTED EXPERIENCED GENERAL HARDware salesman. Toronto retail store. Box 600, Hardware and Metal.

FIRST CLASS HARDWARE MAN, ACCOUNT were salesmen. Toronto retail store. Box German. Good wages for good man. Box 507, Hardware and Metal.

SITUATIONS WANTED

YOUNG MAN WITH SEVERAL YEARS' EXperience in the retail hardware and paint business desires position as store manager or traveller. Best references. Box 506, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in South Ontario; been established 40 years and a money maker; stock, $9,000, but can be reduced. Owner retiring; move quick if you want a good business. Apply, Box 505 Hardware & Metal.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

Trade Papers are Pioneers of Business Expansion

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.

Head Office and Works : HAMILTON, CANADA

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods &Co.

HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

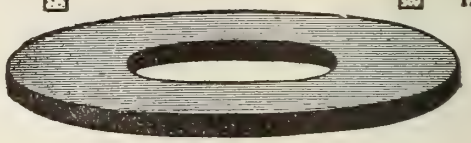
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

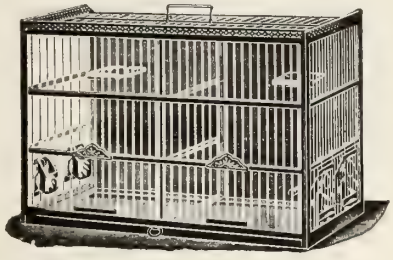
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



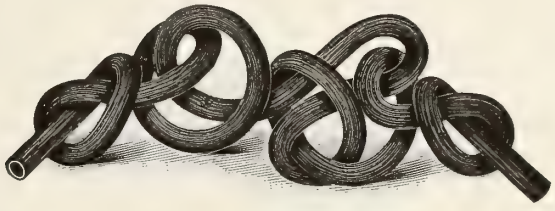
No. 868—17¼ x 8¾ x 13¼"
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



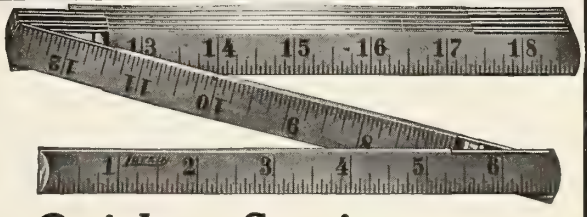
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

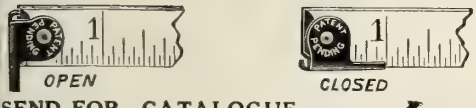
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA



The Best Rules



The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

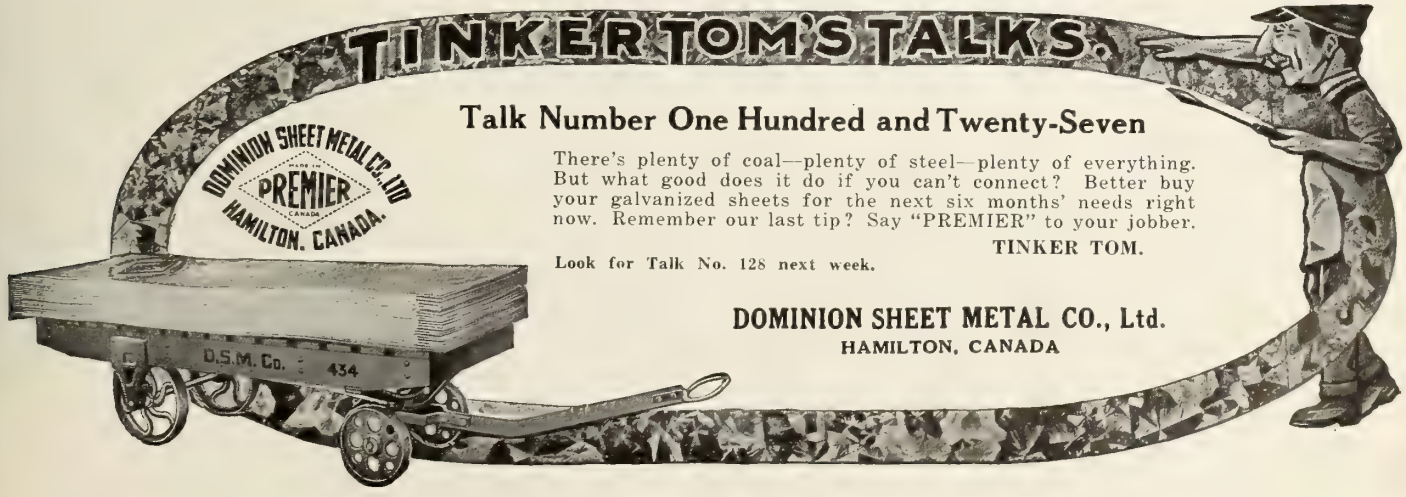
Measuring Tapes and Rules of all kinds.

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by the Jobbers

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty-Seven

There's plenty of coal—plenty of steel—plenty of everything. But what good does it do if you can't connect? Better buy your galvanized sheets for the next six months' needs right now. Remember our last tip? Say "PREMIER" to your jobber.

TINKER TOM.

Look for Talk No. 128 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Mossberg Tools

For Absolute Dependability

POSITIVE SALES HELPS
are offered to Dealers in the
ATTRACTIVE DISPLAY BOARDS
"Just the Wrenches that Sell—
Just the Way to Sell Them"

Socket Wrench Set No. 14

The "Completest" Socket Wrench Set, contains every essential for prompt and efficient repairs. Notice the five D.E. Wrenches, Alligator Wrench, and Pliers, Reverse Ratchet, "T" and Offset Handles and thirty-four Hexagon and Square Sockets, sizes 5-16" to 1 9-32".

No. 14 Set Complete, $18.56

Socket Chest No. 300

A very attractive fixture in itself, the No. 300 Chest is a distinct addition to your store. It contains 300 Regular Ⓜ Pressed Steel Sockets besides Spark Plug Sockets, Ratchet, "T" and Offset Handles, Universal Joints, Extension Tubes, etc.

"X" Display Board

Displays regular Double End and "S" Wrenches from ¼ in. to 1¼ in. Single End Wrenches, ¼ in. to 1 in., Adjustable Sleeve Wrenches, and Slip-Joint Pliers.

"W" Display Board

This "W" Board displays 14 large Adjustable Wrenches and presents a dandy counter appearance. The Wrenches are all of Ⓜ quality, guaranteed.

Price, $16.50

No. 660 Wheel Puller

Simple and efficient. Made from tool steel, they can be hammered without harm to the wheel or to the tool.

Price each, $1.52

No. 49 Ford Set

The popular Reverse Ratchet Brace is featured in this set. It combines with twelve Ⓜ Sockets, particularly selected for the Ford car, and makes the smoothest adjustments possible. Notice also the Adjustable Wrenches, etc.

No. 49 Set, $7.56

"R" Display Board

Twenty-seven Ⓜ tools for Fords make an attractive appearance on this nicely finished display board. Each of these tools does a particular job "well."

"R" Board Complete, $16.50

The above prices are Canadian list.

Ask for Catalogue 193C.

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

WRENCHSMITHS FOR TWENTY YEARS

HARDWARE AND METAL

Vol. XXIX PUBLISHED EVERY SATURDAY SINCE 1888 December 15
No. 50 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

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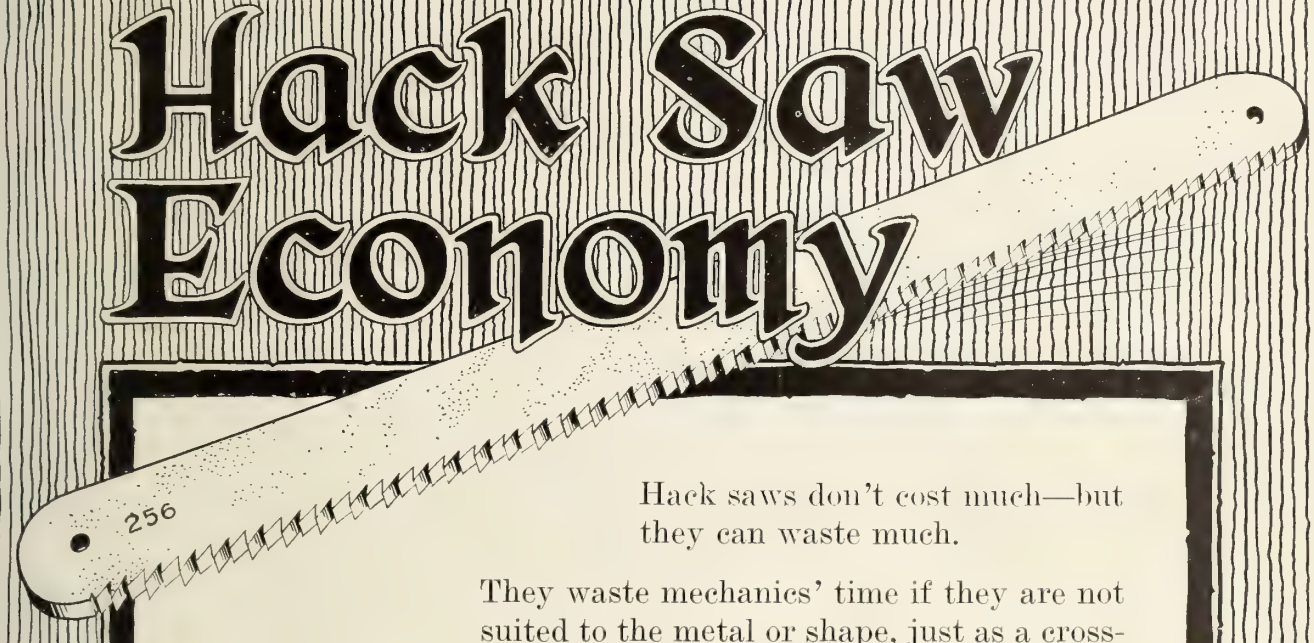


Hack saws don't cost much—but they can waste much.

They waste mechanics' time if they are not suited to the metal or shape, just as a cross-cut saw wastes time when used as a splitting saw.

Again, they waste time if they dull quickly or snap too readily.

Starrett Hack-Saws

are characterized by the simple phrase—Cut Quicker—Last Longer. They stay sharp because made of tungsten steel with teeth milled accurately and hardened just right—they cut rapidly when proper selection is made for the job.

What numbered saw to recommend is shown in Catalog No. 21MA. Send for it and consult page 208.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-790

FOR every new car that is bought next year garage room will be necessary and thousands of new garages will be built during 1918.

The wide-awake hardware merchant perceives the demand steadily growing for equipment for the garage, and stocks

Stanley Garage Hardware

Here is hardware made by experts in the manufacture of wrought steel hardware.

Here is hardware that is made especially for Garage use—not for barns—but for garages.

Here is hardware that is a complete line—Bolts, Butts, Hinges, Latches, Pulls, Door Holders, etc.

Here is hardware famous for the splendid service it gives.

Here is hardware which sells easily, quickly, profitably.

Stock STANLEY!

To-day write for prices and catalog

The Stanley Works

New Britain, Conn., U.S.A.

Canadian Representatives:

A. MacFarlane & Co., Coristine Bldg., Montreal

TONCAN METAL

Resists Corrosion

WHEN the "rougher" swings the red-hot sheet bar into the rolls the Toncan Metal Sheet has been started on the last half of its journey.

Careful selection of raw materials, scientific heat treatment, extreme care in every stage of production and special processes have made the material homogeneous and pure, hence corrosion-resisting. Now it is ready to be rolled into a sheet; then cold rolled, annealed and perhaps galvanized. That's the last half of its journey. And the same infinite care is used throughout.

Fitted for the most severe endurance tests—service conditions where ordinary sheet metal cannot exist, Toncan Metal stands to-day a material of proven durability. Its superiority over ordinary sheet metals made from iron ore is an indisputable fact, because of its performance in actual service for years.

Toncan Metal Sheets can be bought in the form of roofing, siding, cornices, eaves trough, conductor pipe, ventilators, window-frames, tanks, lath, etc., and of course can be used for many special purposes wherever needed.

Write for "Corrosion—The Cause—The Effect—The Remedy"

The Pedlar People, Limited

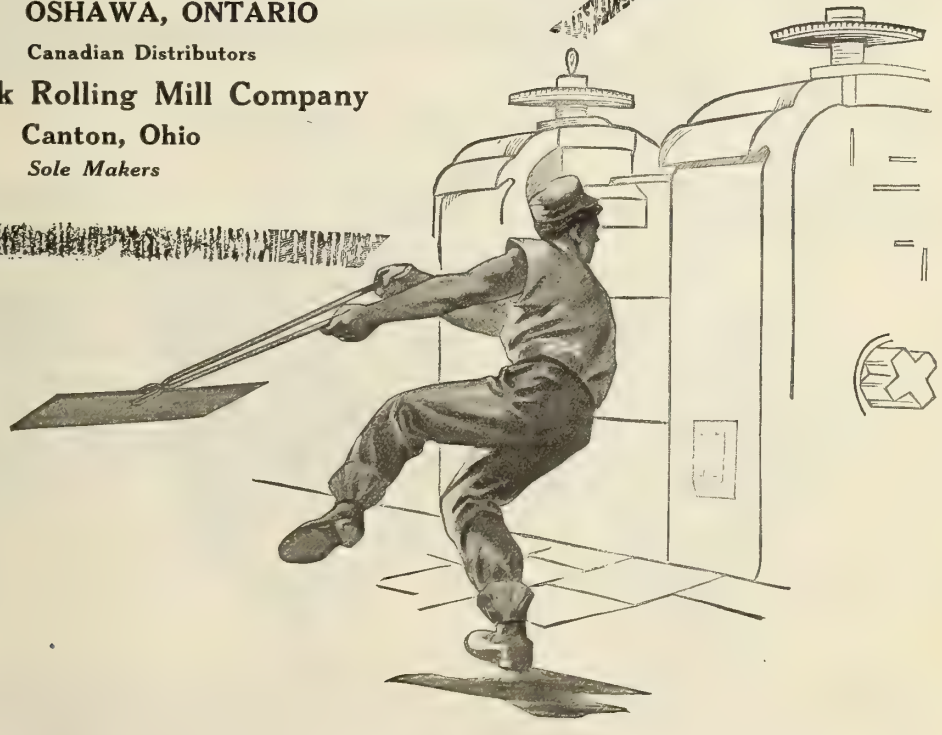
OSHAWA, ONTARIO

Canadian Distributors

The Stark Rolling Mill Company

Canton, Ohio

Sole Makers



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GOODS TO PUSH

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs money. We are all out to make this food go just as far as possible. Universal Food Choppers, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves you one-third on your coffee bill because every bit of flavor is extracted from each grain of coffee.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

Your jobber will be pleased to furnish you with Universal show cards.

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives:

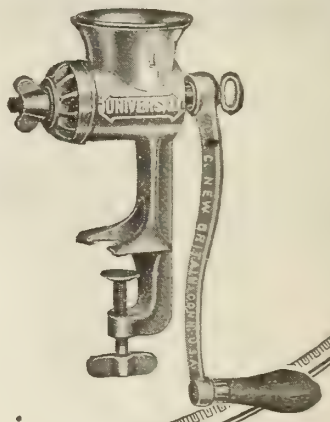
A. MACFARLANE & COMPANY

Coristine Building, MONTREAL

Bread Maker

Percolator

Food Chopper



LOOK FOR THIS TRADE MARK **UNIVERSAL** ON EACH PIECE OR LABEL

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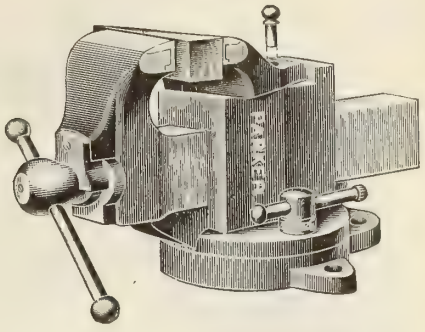
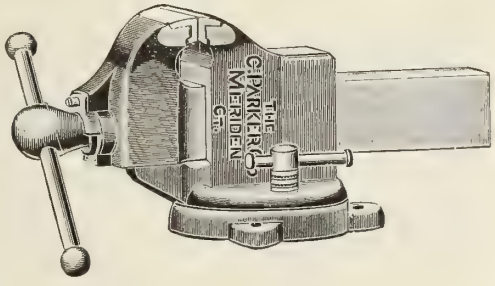
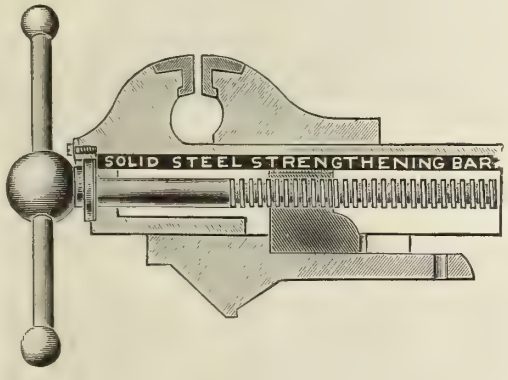
You Can Secure Steady Sellers BY Placing Orders for PARKER'S VISES







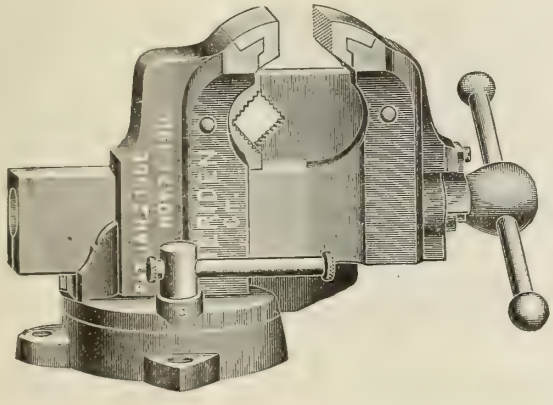
PARKER
Slide Strengthener Solid Steel Bar

The sectional Cut shows [in black] the Solid Steel Strengthening Bar inserted the entire length of the Slide Bar, rendering the Slide or Moveable Jaw practically unbreakable; this patented improvement used only on Parker Vises and on the best grades only.

We offer the largest stocks of

PARKER'S VISES

and the biggest assortment of any house in Canada



LEWIS BROS.
LIMITED
MONTREAL

Quick Service Mail Order Department

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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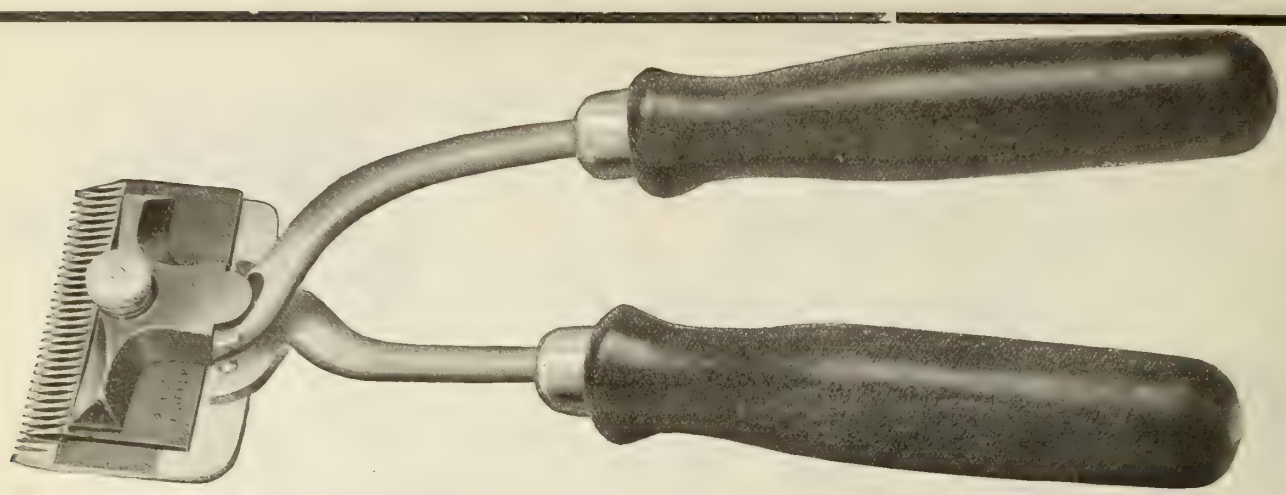


Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York C ty

Style "B" Plain
With Swing Top

OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

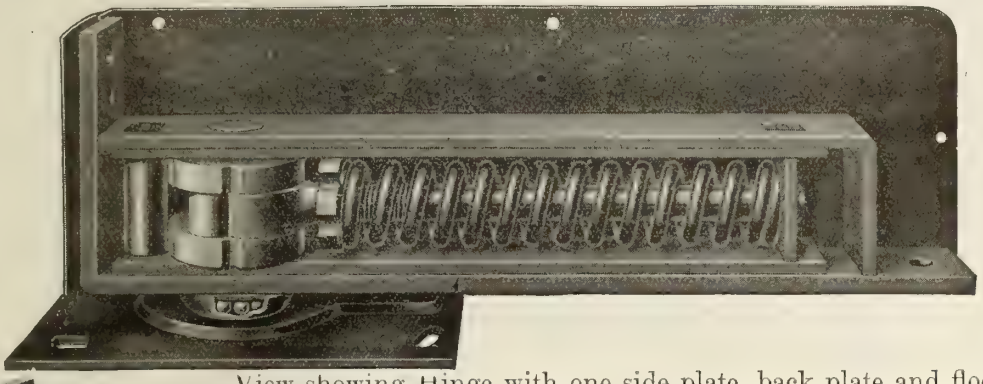
Something New!

Write for Prices, Details and Selling Particulars

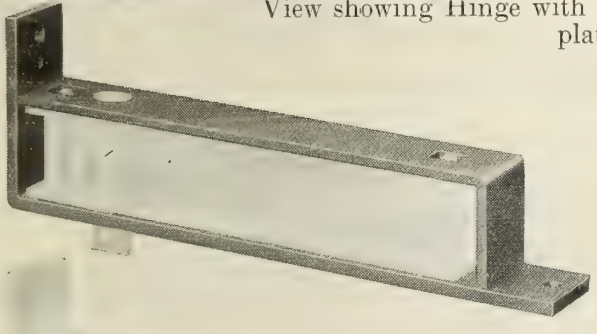
National Manufacturing Company

STERLING, ILLINOIS

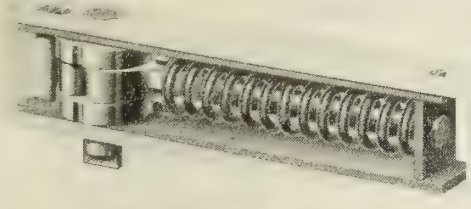
No. 240 Ball-Bearing Floor Hinge



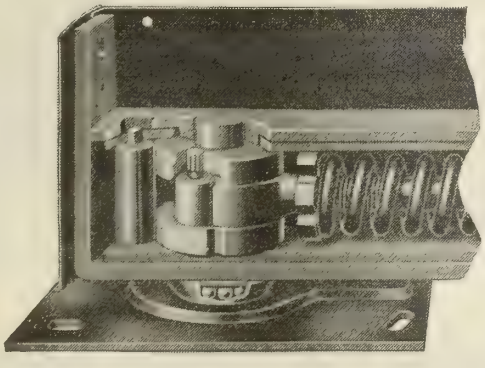
View showing Hinge with one side plate, back plate and floor plate attached.



Dark part carries the weight of the door independent of the spring closing feature.



Dark part shows the spring closing feature independent of the part which bears the weight of the door.



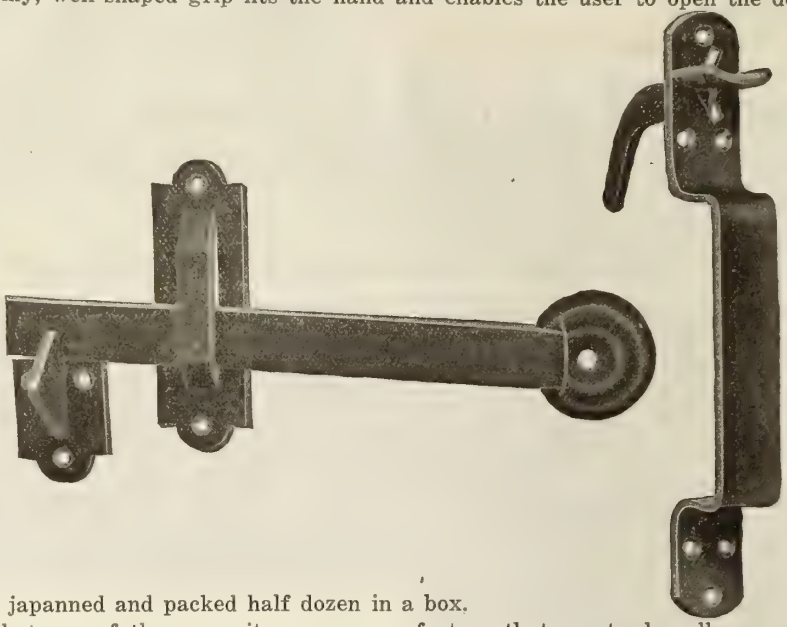
View with parts broken away to show roller bearings and the pin which stands the wear and tear.

If interested, tear out this page and keep with letters to be answered.

The Challenge Heavy Steel Latch

A Latch designed and recommended for Factory, Warehouse and Barn Doors, etc. The roomy, well-shaped grip fits the hand and enables the user to open the door with ease.

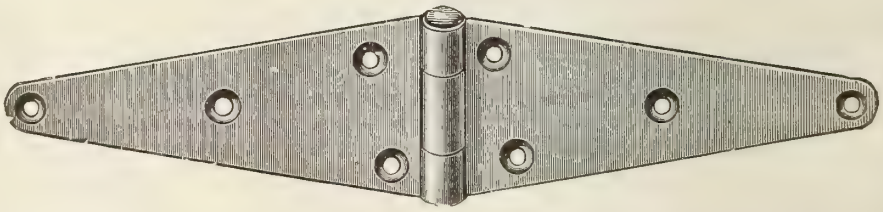
No danger of breakage from Frost or Accident; it is made entirely of heavy steel.

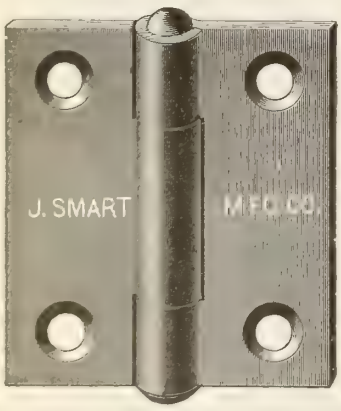


The Thumb Piece is so fitted it cannot work loose or get out of place.

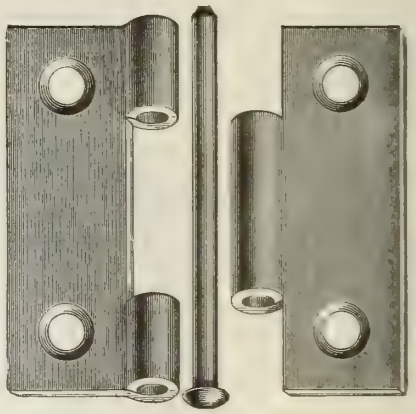
Heavily japanned and packed half dozen in a box.
This is but one of the many items we manufacture that are trade-pullers and profit-makers for you.

Canada Steel Goods Co., Limited, Hamilton, Canada

Butts  Hinges



We can supply you with Wrought Butts and Hinges. Our styles, sizes and finishes are extended, enabling us to take care of orders from the very smallest to largest sizes.



The Canada Foundries and Forgings, Limited

The Jas. Smart Mfg. Co. Plant

BROCKVILLE, ONT. WINNIPEG, MAN.

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Sell it on Your Customer's Basis

"How much will eighty-five feet of ⅜" Manila Rope cost me?"
If you are one of the hundreds of dealers who are selling

Plymouth Rope

on the "Rope-by-the-Foot" plan it will take you less than ten seconds to tell him—exactly—no tedious calculations, no figuring on a piece of wrapping paper, no hesitating, no saying "**about** so much."

Then when you have measured off his requirements the deal is finished, no weighing, no figuring.

Are you using this plan?

Thousands of dealers think it is the ideal way to sell rope and that Plymouth is the ideal rope to sell.

Besides, there is more profit in it for you.

Your copy of our Dealers' Booklet will tell you about our service. Where shall we send it?

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

DISTRIBUTORS IN ALL LARGE CITIES

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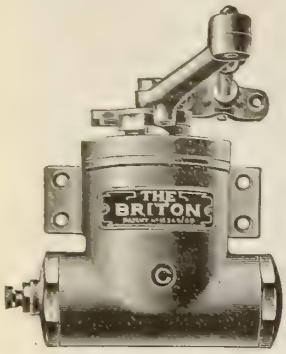
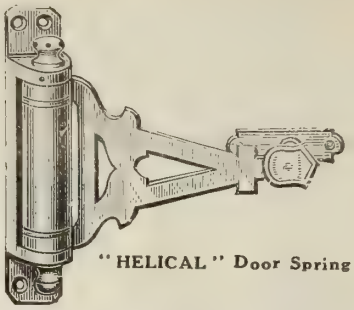
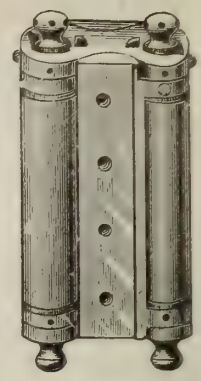


The "BRITON" Door Check and Spring



"HELICAL" Door Spring



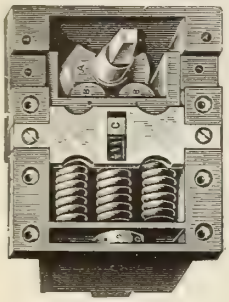
Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and ,ull particulars now



"Invincible" Floor Spring.

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

Rod Spring

ENQUIRIES TO
FREDERIC SARA & COMPANY
Calgary, Alta.

W P
WARD

RELIABLE
LIGHT-EDGE
TOOLS

Sold for Over 100 Years on the Strength of Superior

QUALITY

Ward & Payne's light-edge tools are recognized as leading products all over the world, and are in constant demand everywhere.

The Socket Firmer Chisel is made without a weld, entirely of one piece of steel, and for quality and finish is unexcelled.

If your jobber can't supply you, write to our nearest representative for advice.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

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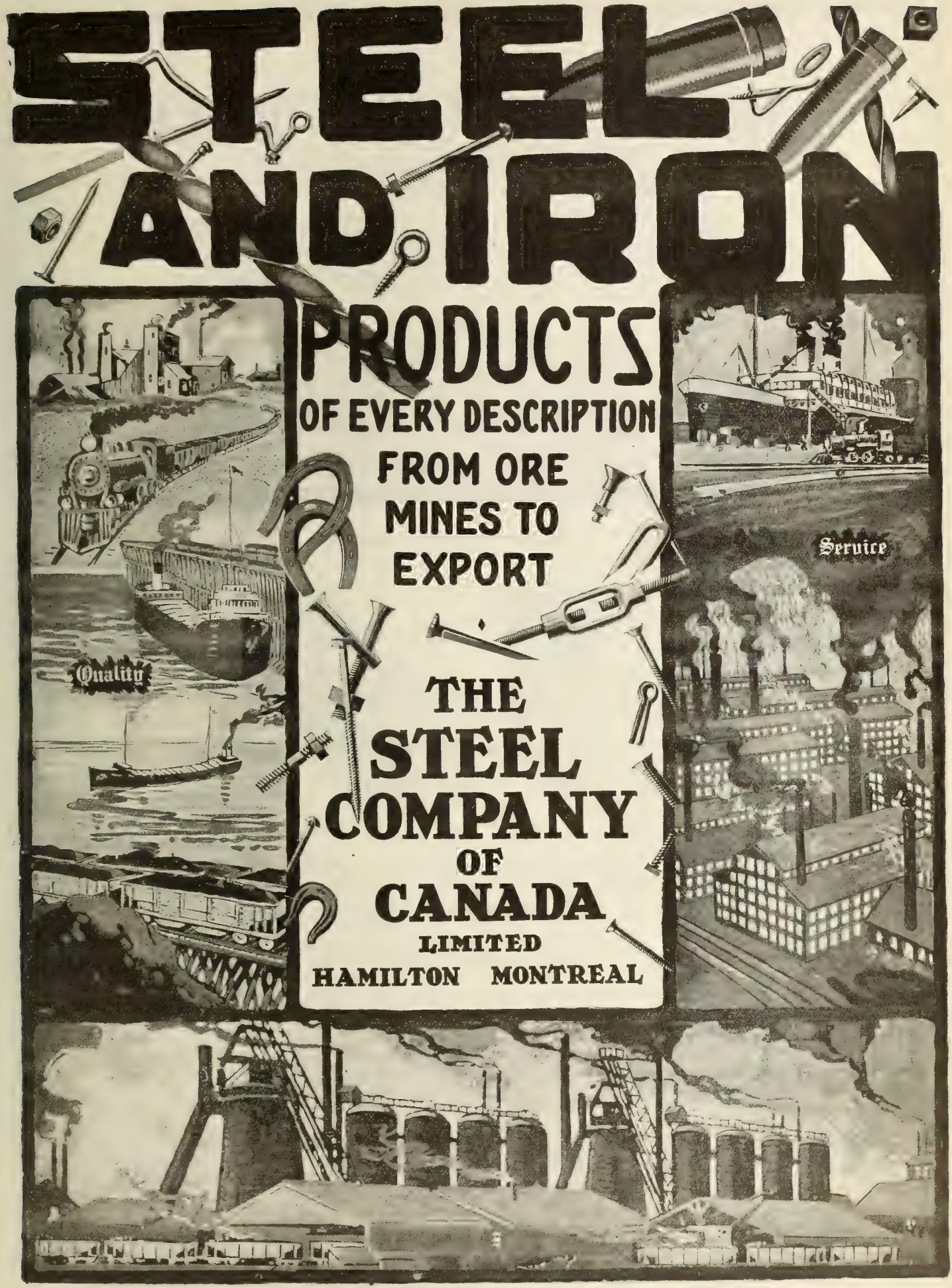

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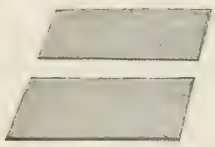
4-ONE WIREBOUND BOXES

knocked down, consist of four separate sections, top, side, bottom, side, connected only by continuous steel binding wires, and of two separate end pieces:

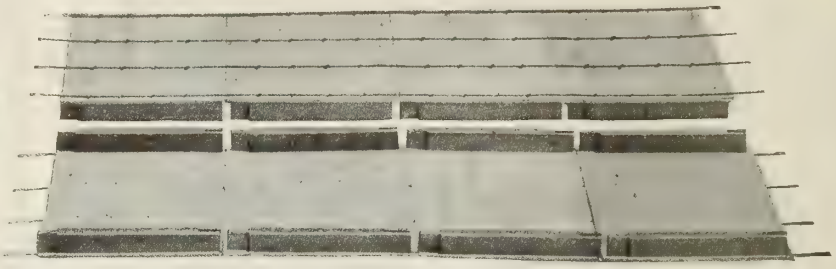
The four separate sections are separated from each other by a distance less than the thickness of the thin boards, so that the wires are tensioned at the corners when the sections are folded.

4-ONE Boxes are made by folding these four separate sections at right angles to each other, which tensions the wires at the corners, causes the top and bottom sections to overlap the side sections along the full length of the corners, and gives tight, square corners. The end pieces are nailed or stapled to the cleats from the inside.

Outside View

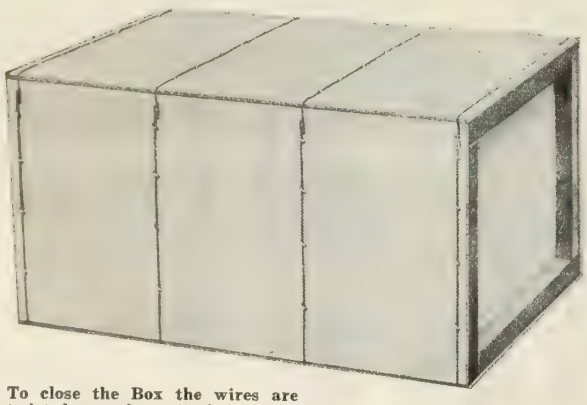


End Pieces

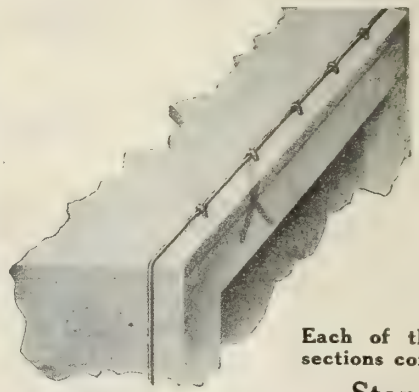


Inside View

4 SECTIONS CONNECTED BY WIRES



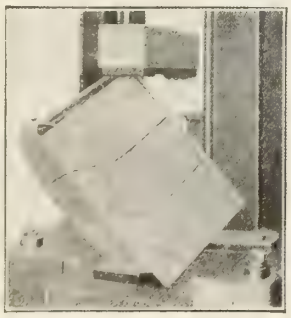
To close the Box the wires are twisted together at their ends.



Cross section of cleat, showing how the staple is anchored.

Each of these four separate sections consists of:

Staples, Wires, Thin Boards, Cleats



Bulging strains are also resisted by the steel binding wires.

The staples are driven, straddling the wires, through the thin boards, and into the cleats, and are anchored in the cleats.

Staples, wires, thin boards and cleats, in each section, because of the above unique construction, become ONE.

Under external strains, the four separate box sections slide on each other at their edges, causing the strains to be taken up immediately by the tensioned steel binding wires and to be borne by these steel binding wires during the whole period of strain.

Staples, wires, thin boards and cleats of each separate section, due to the unique construction illustrated above, are compelled to work as ONE. Four acting as ONE.

Each of the four separate sections is compelled to work during the whole period of strain, and the four sections work together as a unified and co-ordinated whole.

CANADIAN WOOD PRODUCTS, LIMITED

1000 Gerrard Street East, Toronto

If interested, tear out this page and keep with letters to be answered.

TO MANUFACTURERS AND SHIPPERS!

Are you interested in a first-class packing-case for shipping your goods? If so, we have it.

4-ONE WIREBOUND BOXES

Bound to be the Universal Packing Case.

BECAUSE:—1—They are Strong, Light, Secure, Economical.

2—The strength of 4-ONES is measured in terms of steel wire and not in terms of wood.

3—The peak load is carried by the wire.

4—Cuts the freight cost 50 per cent.

18,451,526 used in 1916

Write us for particulars and literature. We will make you samples and will have them demonstrated.

All manufacturers know the difficulty in getting seasoned lumber for their requirements and the high prices they have to pay. The coming year will see still higher prices, caused by the shortage of labor, the extra heavy demand for boat building and the greatly reduced output from the sawmills.

Look into our proposition to-day. Be prepared.

CANADIAN WOOD PRODUCTS,

LIMITED

1000 Gerrard Street E.

TORONTO

If interested, tear out this page and keep with letters to be answered.

Watch a Capable Mechanic Test a File—

See him pass his thumb over the teeth.

By instinct, he knows, at once, whether a file will do its work.

He senses, at once, the quality of the steel—its balance—and the sharp-edged teeth.

He makes no mistakes in buying—and his choice every time will be for "Famous Five" Files.

Be influenced by *his* judgment and specify "Famous Five" Files when ordering.

They are:

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

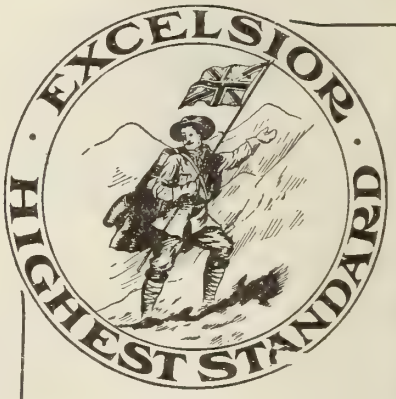


Plate Glass vs. Furniture Polish

On tables, dressers and other flat-topped furniture the greatest beauty of grain and finish is in the tops. This part in which the housewife takes most pride unfortunately is subject to the most wear. Polishes cannot preserve this beauty against scratches, etc. The only sure, economical way is to cover with plate glass which shows up the grain to best advantage and effectually prevents injury to the highly polished surface.

We can help you get some absolutely new business along this line. Ask how it's done.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST, TORONTO

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

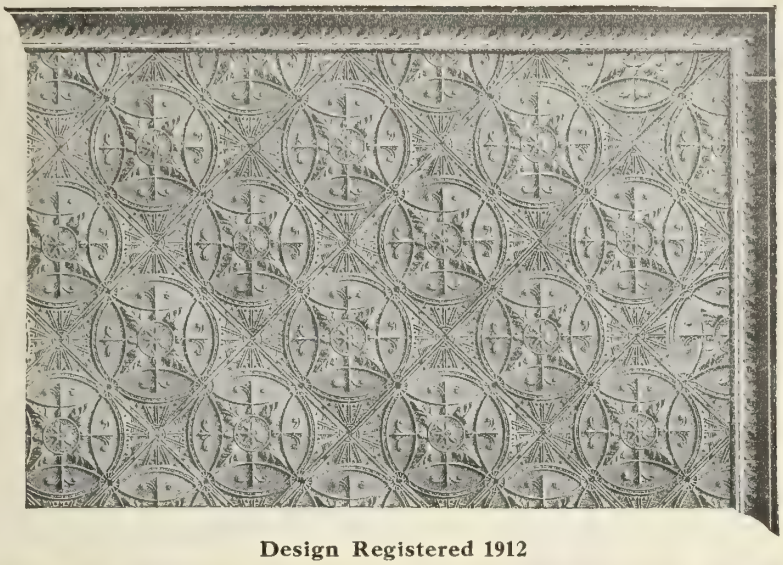
Cut Down the Labor on your Metal Ceiling Jobs

You can do this by using "Metallic" accurately made Ceiling. All parts are stamped on Steel Dies with machine-cut beads and are re-squared after stamping. They lay quickly and easily.

It means real money saved to you on every square. Labor is too expensive to waste these days.

Our handsome big Catalogue "C" shows a range of designs that will suit You, the Architect and your Cutsomer. Have you a copy?

Stock Carried by
GEO. W. REED & CO., LIMITED
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

THE PARTNERSHIP WHICH HAS BEEN CARRIED ON UNDER THE NAME OF WOOD, VALLANCE & CO. HAS BEEN DISSOLVED BY THE EFFLUXION OF TIME. THE PARTNERSHIP ASSETS HAVE BEEN ACQUIRED BY WM. A. WOOD, S. H. ALEXANDER AND G. F. JAMES, WHO WILL CONTINUE THE BUSINESS UNDER THE NAME OF

WOOD, ALEXANDER & JAMES

THE DEBTS DUE TO THE LATE FIRM ARE TO BE PAID TO THEIR SUCCESSORS, WOOD, ALEXANDER & JAMES, WHO WILL ASSUME AND DISCHARGE ALL LIABILITIES.

WE SOLICIT FROM THE PUBLIC A CONTINUANCE OF THE PATRONAGE SO LIBERALLY BESTOWED FOR SO MANY YEARS UPON THE LATE FIRM.

Hamilton, Ontario,
29th November, 1917.

Wood, Alexander & James

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

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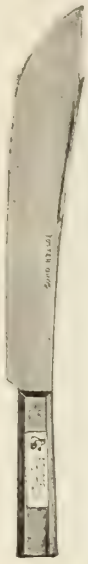
WHY DO DEALERS SELL FOSTER BROS. CUTLERY?



This is a question easily answered if you consider it from the standpoint of profit and easy sale.

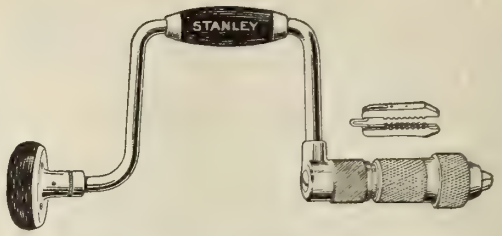
Foster Bros. Cutlery has an enviable reputation with the consumer. It is the best in quality, workmanship and design, and sells at reasonable prices.

Be one of the dealers to carry this line of high-grade cutlery. Investigate at once—get our literature on cutlery, butchers' tools and hardware. Send for catalogue giving prices and trade discounts.

JOHN CHATILLON & SONS

85 Cliff Street New York City
Established 1835

Stanley Tools



Stanley Bit Brace No. 811

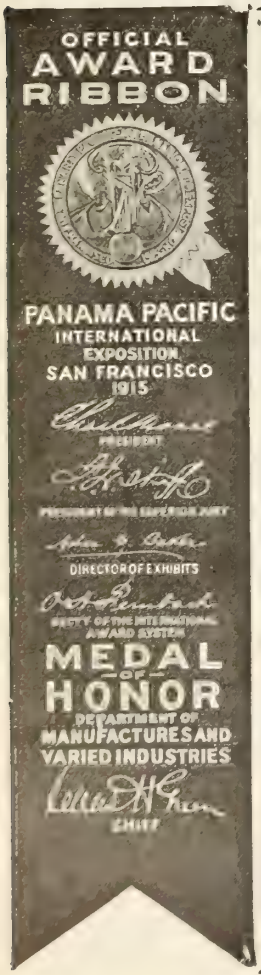
The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

ADDRESS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

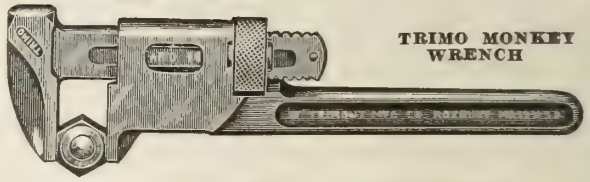
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH
WOOD HANDLE

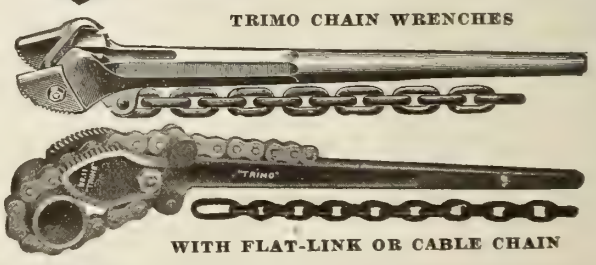
TRIMO PIPE WRENCH
STEEL HANDLE

TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH

TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

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Starrett Hack-Saws

STARRETT HACK SAWS CUT QUICKER & LAST LONGER

In a shop such as this, the machinists use many Starrett Tools. With our reputation for fine precision tools, we could not muster up courage to put our name on a hack saw that is second to any obtainable. We know that

Starrett Hack Saws Are Unexcelled Just As Starrett Tools Are Unexcelled

We make them in our own shops; in the same plant with Starrett Tools. We know what steel they are made of. We know what they will do, for we test saws all the time under known conditions. With us it is test, test, test—to find out just what constitutes the best saw for this work or for that.

There is no question about the quality of Starrett Hack Saws. The only question is what numbered saw you should recommend, and this question is easily answered by referring to page 208 of our Catalog No. 21MA, which shows what saw to use for any particular work.

The L. S. Starrett Co.
The World's Greatest Toolmakers
ATHOL, MASS.
NEW YORK LONDON CHICAGO

42-748

STARRETT

Cut Quicker-Last Longer

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UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL
TENAXAS
TIN-TOUGHENED
MASCOT
ATLAS
W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

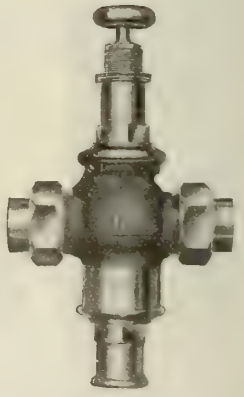
Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal
Works: Riverside Street, Montreal

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

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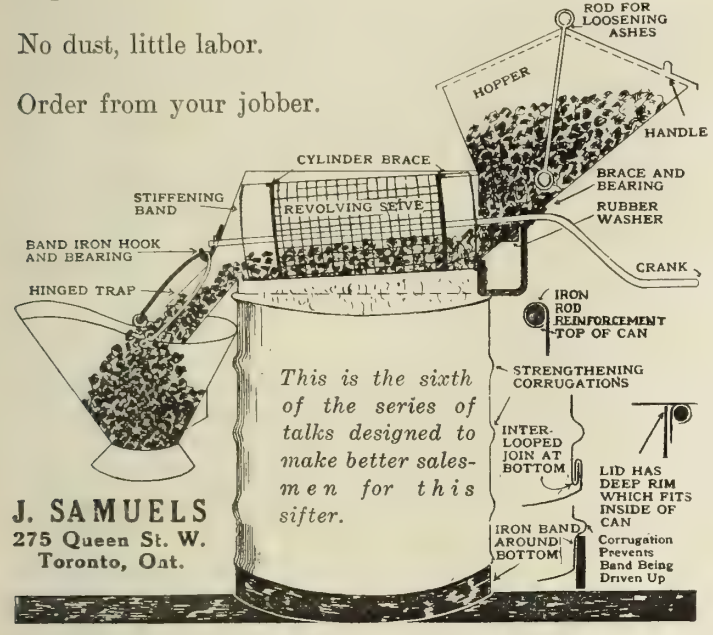
SAMUELS' "CANADA" Dustless ASH SIFTER

Coal Ashes Are Worth Money

Samuel's "Canada" Dustless Ash Sifter will recover ten per cent. of the fuel fed to the fire. With coal very scarce and high in price this feature should help you to put a "Canada" in every home in your locality.

No dust, little labor.

Order from your jobber.



This is the sixth of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

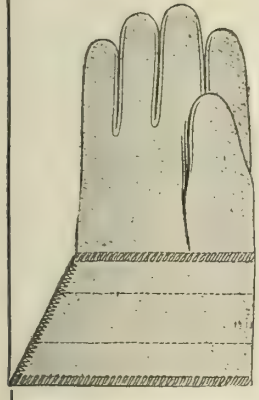
Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address Correspondence to TRINITY WORKS, SHEFFIELD

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves
Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

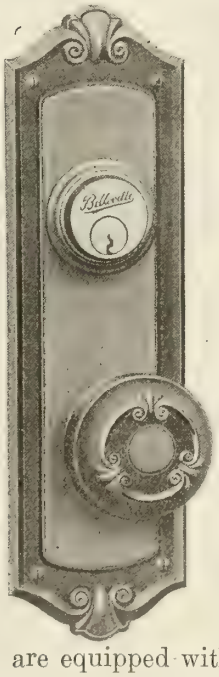
Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO



"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario

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Bank of Montreal Annual Meeting Marks Interesting Anniversaries

Shareholders Received Centenary Balance Sheet — Sir Vincent Meredith, Bart., President, Has Completed Fifty Years of Uninterrupted Service in the Bank — Important Developments of Canada's Trade — Banking Officials Conservatively Optimistic Regarding Outlook of Dominion.

MONTREAL, Dec. 10.—Special—At the annual meeting of the Bank of Montreal the shareholders received the centenary balance sheet of the bank.

By an interesting coincidence the event also marked the close of fifty years of uninterrupted service in the bank by the President, Sir Vincent Meredith. On this account the gathering to a great extent took the form of a celebration. This was observed entirely from the standpoint of the bank's continued growth and expansion. The Shareholders present had every reason to be well satisfied with the reports received, as Sir Vincent Meredith remarked that he felt warranted in stating that never, during its history of one hundred years was the prestige of the bank higher, its business in sounder or more elastic condition and its earning power greater then he believed them to be to-day. He was glad to believe also that the bank had never enjoyed a wider measure of public confidence. In his address Sir Vincent Meredith drew particular attention to the business conditions in Canada and the more important events that had occurred during the course of the past year to affect the economic condition of the Dominion.

The most important development in this connection was the entry of the United States into the European conflict and Sir Vincent expressed the view that with the numerous resources which the United States has in men and money it cannot be but an important factor in bringing the war to a speedy and successful conclusion. Sir Vincent then pointed out that in point of value the trade of Canada had never been as great as now and in point of volume had never been exceeded. It was well to remember, however, that nearly one-half of the export trade consists of munitions of war and is therefore to that extent unstable. The balance in trade continued favorable to Canada as imports of merchandise during seven months amounted to $628,100,000 and exports of domestic products to $921,957,000, giving a favorable balance of nearly $300,000,000.

Sir Vincent then dealt with the chief features of trade as between Canada and England, as well as between England and the United States.

Looking out on the future, Sir Vincent took a conservatively optimistic view when he said:

"Our country is one of the most productive in the world. Our gold holdings per capita almost equal those of the United States. Our natural resources are unbounded and our credit is irreproachable. There are no doubt difficulties and anxieties ahead which we shall still have to face, but I think we may look forward with confidence to providing without undue strain for the burden of our patriotic endeavor."

Sir Vincent also congratulated Canada on the success of the new Victory Loan and expressed the view that the amount obtained should suffice, with the surplus on consolidated revenue account to meet the financial requirements of the Government until well on towards the end of next year.

Sir Frederick Gives Interesting Particulars

It was only when Sir Frederick Williams-Taylor, the General Manager, arose to submit his statement that the Shareholders learned that the anniversary of Sir Vincent was also being observed. In this connection Sir Frederick made a very happy allusion when he said: "I feel it a great privilege to present to-day the centenary balance sheet of the Bank of Montreal.

"Coincident with this anniversary, our President, Sir Vincent Meredith, has completed fifty years of uninterrupted service in this Bank and it is befitting that we should extend to both our heartiest congratulations."

Sir Frederick's remarks were confined largely to specific incidents and influences bearing upon the business of the bank.

Of paramount importance was the entry of the United States of America into the war, as this bears upon the Canadian economic and banking position with a force the effect of which is only now commencing to be felt.

Shortly after the outbreak of the war Wall Street took the place of the London market for Canada's public loans, and continued in that place until a few months ago. Now the influx of American capital is scanty, the inflow of borrowed money from the United States is suspended and Canada is thrown upon her own financial resources.

By some this would be regarded too seriously, by others not seriously enough. Actually, the stoppage would have far-reaching consequences. On the one hand industrial development will be checked, but, on the other hand, the inability to borrow may prove a blessing in disguise, once we have adjusted our affairs to the changed conditions. It was surely well for us to learn to do without financial assistance, especially as the country at large already has a debt abroad the interest of which runs into the great sum of about $500,000 per day.

Sir Frederick then passed on to an explanation of the principal changes of the business of the bank in London and New York, and also the chief changes in the balance sheet.

Sir Frederick pointed out that for the first time in many years the automatic flow of funds between Canada and the United States recently became hampered by the dollar exchange situation that

arose in consequence of the prohibition of exports of gold by the United States. As New York is the international clearing house of Canada on this continent, the free movement of gold is essential to stabilize exchange.

Fortunately the American Government were quick to recognize the logic of the arguments the Canadian Bankers' Association were able to present to them and the disadvantages to free trading that would follow unless this condition was rectified, and promptly relieved the situation by modifying their embargo on gold shipments in favor of Canada. Due partly to this wise action, exchange has since become normal, obviating the necessity of gold importations.

Canada's Trade Position

The balance of trade in Canada's favor created by munition exports is opportune and adds permanently to our national wealth, but as the available resources of Canada are not such as we can rely upon to provide peace exports in full substitution, we should stand prepared to meet the declension in trade which must start when the war is over.

Before the war is ended Canada may have to cope with inability or unwillingness on the part of potential purchasers to provide payments for our surplus productions. Moreover, on the conclusion of peace our merchants and manufacturers may be confronted both by diminished demand and falling markets.

For these reasons good banking profits are needed. I do not hesitate to state that there has never been a time in Canada when banking credits, in my opinion, required such careful consideration. It is impossible to gauge the business future, and, therefore, what seems like sound banking business to-day may, under post-war conditions, easily develop into lock-up or doubtful loans.

Bank in Strong Position

Thanks mainly to the soundness of our banking system and to the healthy conditions of our banks, Canada can still hold up her financial head. Our own bank's ratio of quick assets to liabilities is 75½% compared with 75% a year ago and 64% the preceding year.

We have heard it remarked by certain friends that the Canadian banks are too strong, and your own bank particularly so, but permit me to express my clear conviction that the sheet anchor of our Canadian national ship is the Canadian banks and that the anchor must be strong to hold against wind and tide. The banks have kept strong in an endeavor to prevent currency inflation, while, at the same time, they have made war advances to the Canadian and Imperial Governments to an amount that would have been regarded as impossible three years ago. Such advances are naturally included among liquid assets. The loans made by the bank to the Canadian and Imperial Government have enabled the business of the country to be carried on to an extent otherwise impracticable.

Tribute to Staff and Men Overseas

Sir Frederick Williams-Taylor in responding to the vote of thanks to the management and staff took occasion to pay a special tribute to the services of the men at home and to the record of the members of the staff overseas, saying:

"As an indication of the extent to which our male officials enlisted, I may mention that 42% of our present staff are women clerks.

"Both our men and women clerks have worked ungrudgingly early and late, with but the briefest holidays, actuated by a high sense of patriotism and by an admirable sense of duty to our bank. It may truly be said that we enter this, the second century of our institution, with a staff whose loyalty has never been surpassed, not only in our history, but in the history of business corporations in this country.

"As for our splendid contingent with the colors, they are above praise. We follow their future in France with anxious pride, and will welcome them back when the war is won. Many have been wounded. No less than 100 lie under the reeking sod of shattered Flanders. The names of these splendid patriots will stand forever both in the records of our bank and of our Empire, which they have served so well. It would be remiss not to refer to the great loss we have sustained in the recent death at the front of Captain David Jellett Barker. I can find no words with which to express my personal regret while to the bank and his country the untimely closing of a career such as his is deplorable indeed."

METALS · CHEMICALS · GLASS
B&SH Established 1790

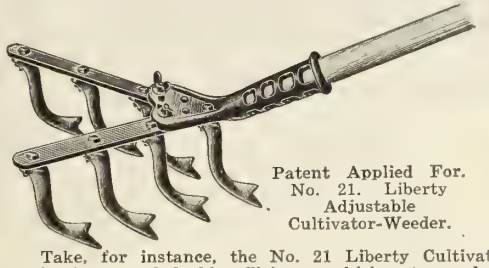
Tinplates

What are Jobbers and Manufacturers going to do for Tinplates next year? We would like to post you as to the present and future outlook, on request.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Every Amateur as well as Every Professional Gardener



Patent Applied For. No. 21. Liberty Adjustable Cultivator-Weeder.

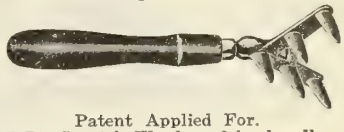
will quickly recognize the labor-saving features of Gilson Garden Tools.

Take, for instance, the No. 21 Liberty Cultivator-Weeder, an implement of double efficiency, which cuts weeds and cultivates at the same time. It is adjustable, with a minimum width of 4 inches and a maximum of 10. The middle tooth can be quickly removed to allow of working on both sides of a row at once. Fitted with 5-ft. polished ash handle, shipped 6 to a crate, weight 24 lbs.

Our 5 and 7-point Scratch Weeders, with 6-inch and 14-inch handles, are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning and will not clog in moist earth.

Every Gilson Garden Tool embodies some special feature, and for that reason sells more readily than the ordinary tool.

Ask your jobber. If he cannot tell you, write us direct for information on all our lines.



Patent Applied For. 5 Pt. Scratch Weeder. 6-in. handle.

J. E. GILSON CO.

Port Washington, - - Wisconsin, U. S. A.

J. H. Ashdown Hdwe. Co., Winnipeg; T. McAvity & Sons, Ltd., St. John, N.B.; The Rogers Hardware Co., Charlottetown, P.E.I.; Wood-Vallance, Ltd., Winnipeg, Man.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Kennedy Hardware Co., Toronto, Can.; Lyons & Marks, Toronto.

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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

PEERLESS PERFECTION

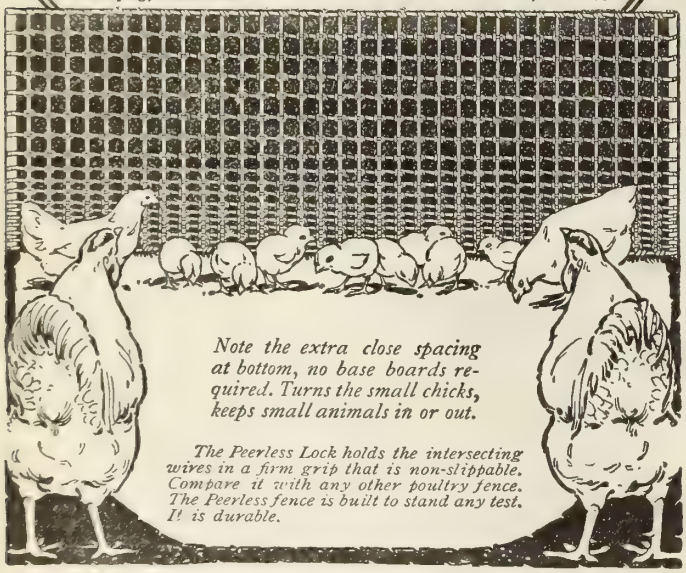
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.

LIMITED

Toronto, Canada

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.
DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

MADE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.

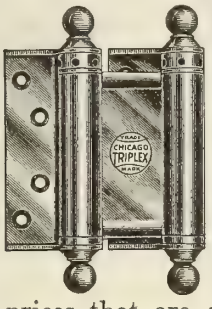
Manufacturers NEWMARKET, ONTARIO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

We Manufacture

SHELL BOX WIRES

Let us supply you with these wires, with looped ends, bent to fit the box, ready for nailing. Our equipment will enable us to supply you any quantity on short notice. Perfect quality. All alike.

WE ARE MANUFACTURERS OF

Wire and Wire Products

Bale ties, Heading ties, Lath ties, Hardwood Flooring ties, Wire Nails, Flat Steel or Wire Barrel hoops. All sizes of Fine wire in Bright, Tinned or Galvanized, manufactured to order.

The Laidlaw Bale-Tie Co. Ltd.

A. T. Diggins, Toronto, Ont.
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Head Office and Works: HAMILTON, CANADA

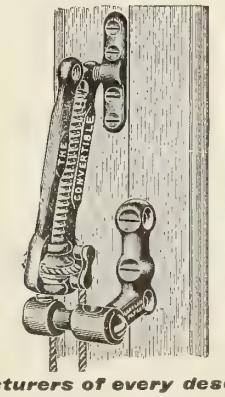
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Manufacturers of high-grade trucks. Above illustrates popular style of rubber-tired truck. Write for prices.

The London Foundry Co., Ltd.
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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
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P H
TRADE MARK

QUALITY FILES

The Standard of File Efficiency

Made in Canada
By Canadians
For Canadians

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

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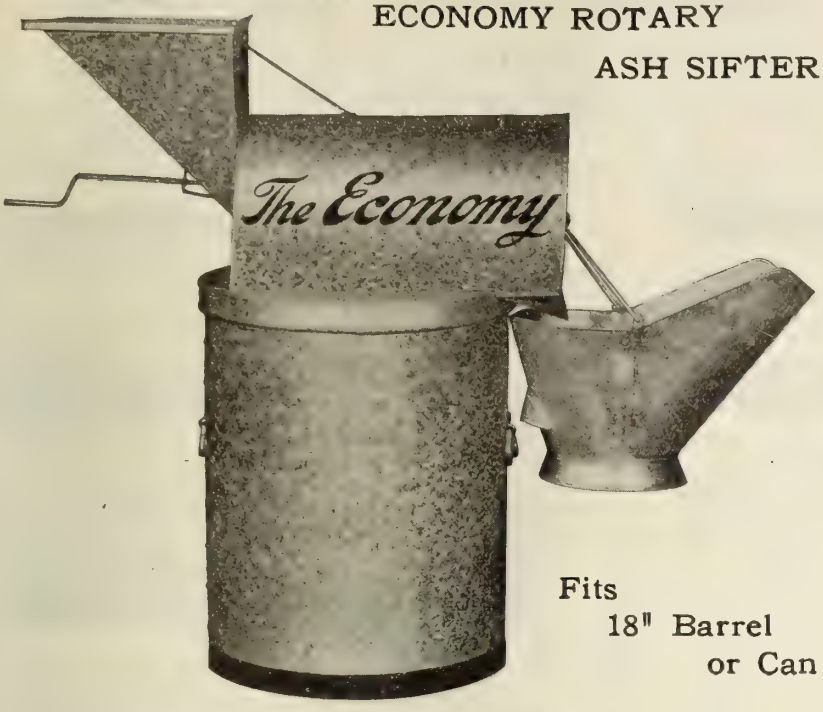


Fits
18" Barrel
or Can

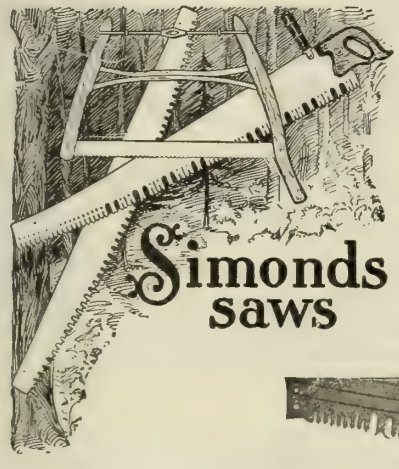
SALAMANDERS

Body of Heavy Sheet Steel—
Cast Iron Grate

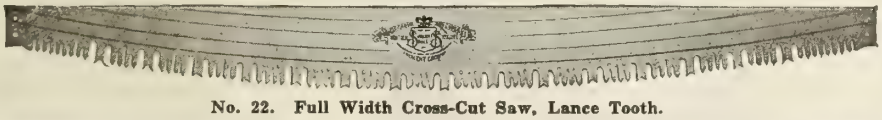
SIZE—Diameter - - - 17 inches
Height over all - 30 inches
Height from floor 6 inches

Special Prices to Dealers. Large Stock, Prompt Shipment.

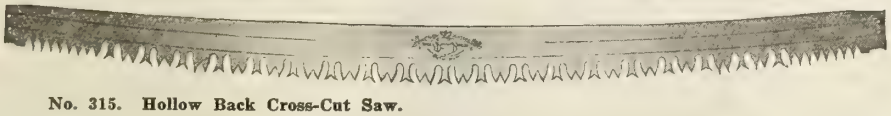
GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



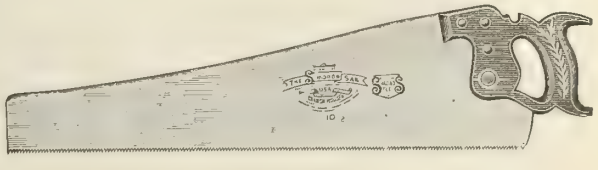
No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited

St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.

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THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

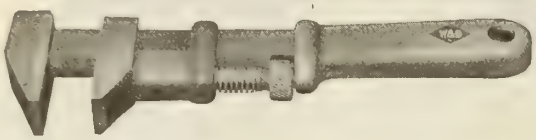
The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

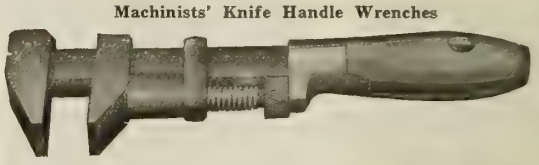


This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

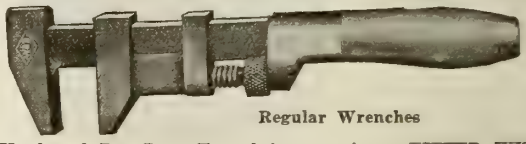
Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



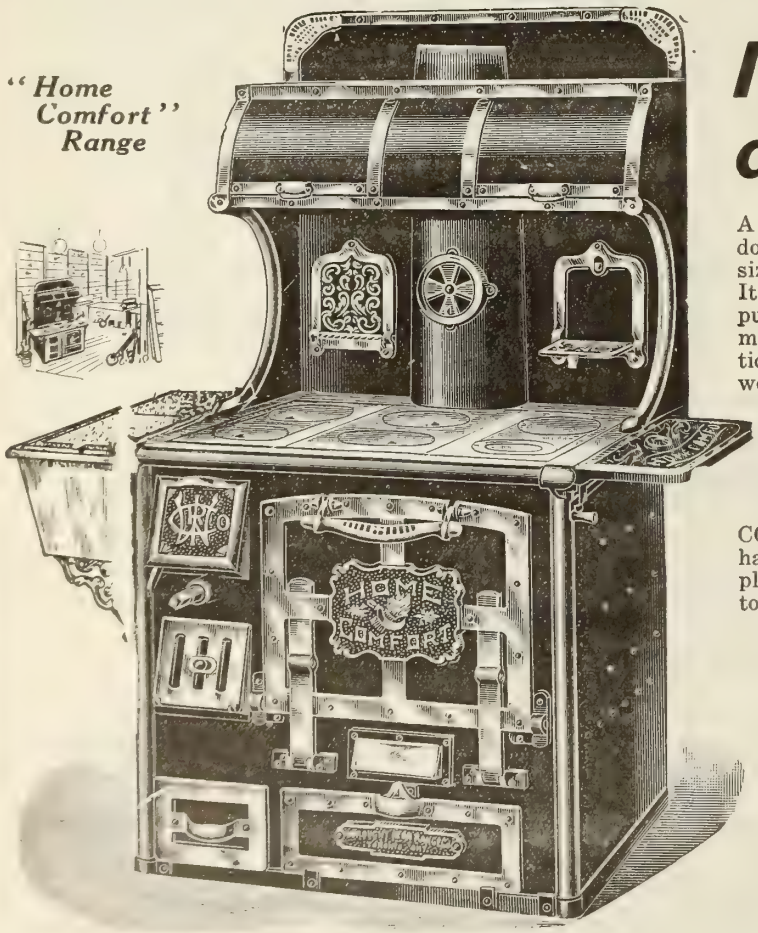
Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151½ King St. West TORONTO, ONT. Factory: 22 Orillia St.

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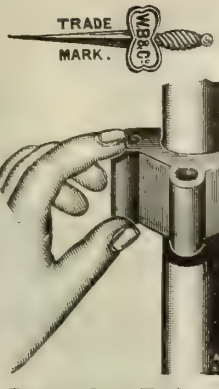
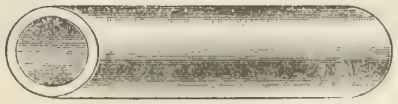


WILLIAMS BROS. & PIGGOTT, LTD.

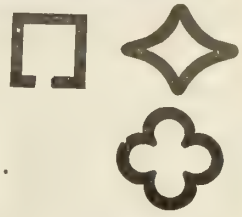
Small Heath, BIRMINGHAM

Patent Grip-Tight Socket



Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

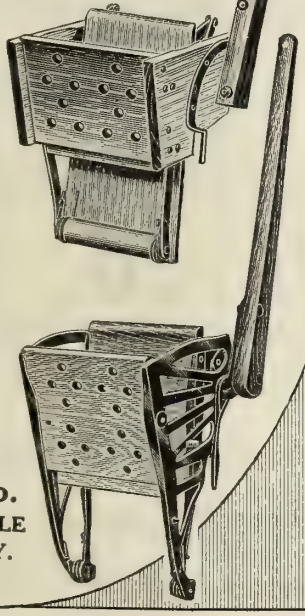
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Christmas in 1 Week

Only 1 Week till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?
Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit

It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger — no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home a battery can be used with equal advantage.

Interstate Electric Novelty Co. of Canada, Limited
TORONTO 220 King St. West ONTARIO

Lawn Mower Prices for 1918

The 1918 Price Lists of the famous Taylor-Forbes line of Lawn Mowers is in the hands of the jobbers. It behooves every dealer to get quotations right away so that his order may be booked early. The uncertainty of the steel and iron market urges haste in buying so that stocks may be complete when spring arrives. If your jobber cannot quote on T-F Mowers write us direct.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Can.

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CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

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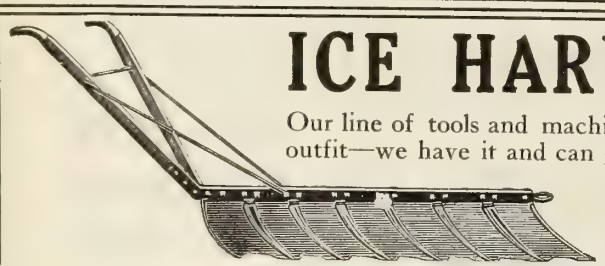
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



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Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

TRY US FOR

BRASS CASTINGS

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.
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LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

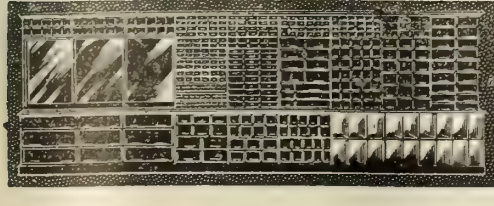
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

"DELTA" FILES

Build up a Reputation as a Dealer in the

BEST FILES MADE

Actual Demonstration has proven that *Delta Files* do better and faster work and outlive any other files made.

This means that dealers who sell *Delta Files* can place in the hand of their customers the best file service that exists.

It doesn't take long for the customer to appreciate this fact and repeat orders and new business follow with a certainty.

Get the *Delta File Agency* and you will get benefit of increased business that goes with the reputation of keeping the best lines. We supply dealers' selling helps.

DELTA FILE WORKS

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CANADIAN AGENTS:

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ALL LEADING JOBBERS

MACLEAN'S

for DECEMBER

∴ ∵ MACLEAN'S MAGAZINE GETS BETTER ALL THE TIME ∴ ∵

Snipers and Sniping—*by a Sniper*

A SNIPER is back in Canada—a star sniper, who has 34 marks on his rifle, every mark meaning a German life. Most of us know absolutely nothing of the work of the sniper, but the story—a remarkable one—is told in the Christmas (December) MACLEAN'S by the champion sniper of the Canadian Expeditionary Forces. This man was buried by a shell-explosion, was dug out by two comrades, and has lived to tell his wonderful story, in MACLEAN'S. It's worth 15c to get this story alone.

"Politics From Within"

—Leacock, of Course

TRUST Leacock to see a chance for his witty and humorous pen. He deals with the humorous phases of electioneering in Canada in his usual vein.

Why Laurier sent Troops to South Africa

THIS contribution, by Col. John Bayne Maclean, goes backward many years—to the time of the South African War in 1899-1900. That was when Canada first took up arms for the Empire. Politics, of a high order, was back of the decision to send Canadian troops to the Antipodes. It is "inside" history.

Oppenheim—Allenson—McBeth—Mumford

A LONG instalment of **Oppenheim's** absorbing story, The Pawns Count, is given in the December MACLEAN'S. A short story, by A. C. Allenson is seasonable. Madge Macbeth contributes a complete novelette, The Man Who Wasn't. And Ethel Watts Mumford, teller of delightful tales, delicately told, gives us the first of a series of short stories—Love and the Locksmith.

The Usual Popular Departments

THE Business Outlook. The Nation's Business, Women and Their Work, and the Review of Reviews—all are present in strong way in the December MACLEAN'S.

At All News-Stands 15c.

Gadsby's Story of the Union Government

GADSBY is saturated with Ottawa knowledge—much of it of the inside variety. He pokes about, talks with big men; and big men, and lesser ones, talk with Gadsby. Useful sort of man, is Gadsby. What he hears and learns he writes about for MACLEAN'S; and in this story of his about the new Union Government, he reveals the undercurrents on the movement that developed into negotiations, and which finally resulted in a Union Government. Gadsby adds interesting biographical information to his brilliant study.

Robt. W. Service is back again

BACK in MACLEAN'S, that is—in body, he is still in Flanders—where the fighting grows uglier all the time. Service has taken time to write verse for MACLEAN'S. You know well the virility of his style, and the gripping, human character of his verse. It is about life and men in the trenches he writes—about our boys far from us. It is worth something to see our boys as Service sees them. Read "The Shape at the Wheel" in the December MACLEAN'S.

Arthur Stringer writes a Beautiful Christmas Poem

STRINGER is a wonderful man—wonderfully versatile, wonderfully human. He is a master of the short-story and of the detective and mystery type of story; and he can climb the heights of literary endeavor, as he has in this passing sweet poem—Christmas Bells in War-time. Your heart is tender these times of horrible slaughter and of heroic achievement, and you'll be grateful to Stringer for putting beautifully your innermost thoughts and feelings.

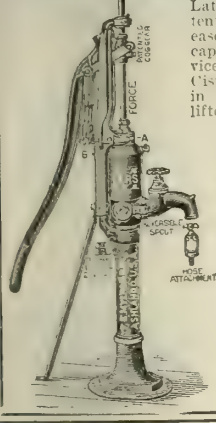
WL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.

Myers Cog Gear Pumps



Late improvements and patented features, producing ease of operation, greater capacity and uniform service, from Myers Well and Cistern Pumps, keep them in the front ranks as water lifters of exceptional merit for private or public service.

Sold by dealers everywhere, and distributed by leading jobbers throughout Canada.

Catalog on request.

F. E. MYERS & BRO.
Ashland, Ohio.

J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.

Lewis Bros., Ltd.
Montreal
Distributors Myers Pumps.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hickory Handle Specialists

Quality, Shape and Finish
UNEXCELLED
They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.
St. Mary's, Ontario, Canada

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
Successor
R. E. BLOOMER, Keithsburg, Ill., U.S.A.
Mfrs. The Original and Genuine "Cannon Oilers"

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto

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WILL STOP THE LEAK

People In Your Town Have Leaky Kettles

They'll buy "VOL-PEEK" on sight because it makes a $1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.
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15 cents

POST CARD | Two Cents

Hardware & Metal
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Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal

143 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEALS

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
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BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
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BLUE LABEL LAMPS STAY SOLD

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

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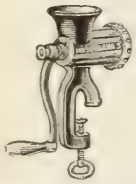

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Stevenson Bldg. TORONTO

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

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Strong, Serviceable Trucks of all Kinds

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GERMANTOWN

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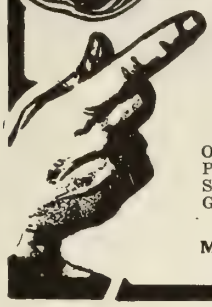

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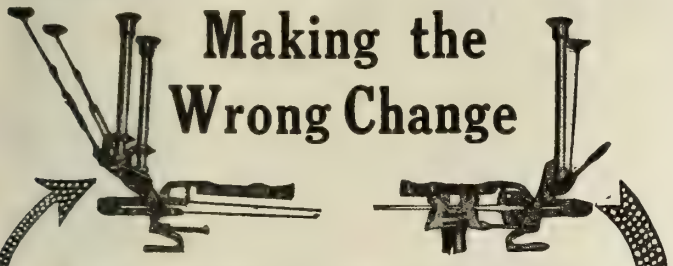

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Russell Jennings Mfg. Co.
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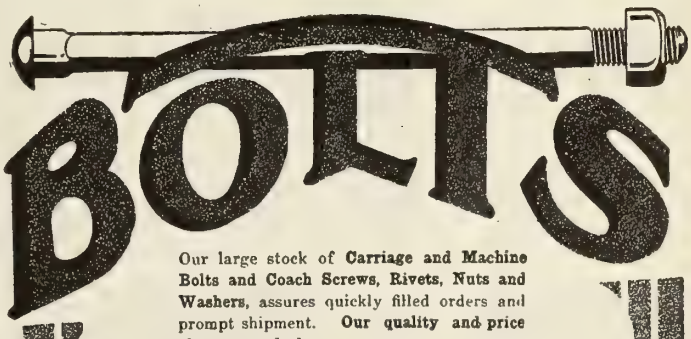

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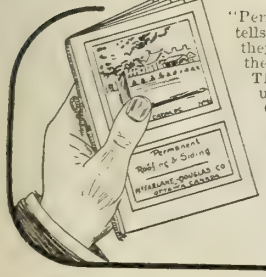
Read this Book and know the perfect roofing



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This helpful book is yours for the asking. Will you write for it to-day?

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TANKS
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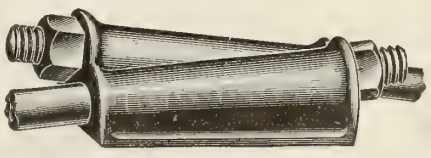
KILNS, etc.



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Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

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Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

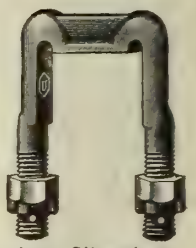
P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

BAR IRON

We can give quick and accurate service on orders for Bar Iron, Bar Steel, Band Steel and Angles.

We carry a full stock of Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers, Bolt Ends, Turn Buckles, Auto Curtain Fasteners, Handles and Locks.



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Arctic Metal

QUALITY

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"We guarantee what we make"

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Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
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WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

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HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in
Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

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YOUR PROFITS ARE MADE IN YOUR QUICK SELLING LINES

"Good morning, Mr. Dealer! I'd like to look at a good hammer."

"Here's the best selling hammer we have."

"How much is this hammer?"

"$1.50."

"How long will a hammer like this last?"

"Oh, it ought to last a life-time."

"Then you don't sell many hammers to the same customers, do you?"

"No. Why do you ask?"

"Well, you haven't much of a market for hammers after you have sold one to each of your customers, have you?"

"No, that's right."

"Selling hammers, then, isn't a very profitable part of your business, is it?"

"No, I don't know that it is."

"There is more profit in handling something that has repeat sales to the same customer, isn't there?"

"Yes, there certainly is."

"Then you really make your profits on your quick selling lines?"

"Yes, that's right."

"Did you ever stop to consider that Automobile Lubricating Oils offer you as good an opportunity for repeat business, and certainly larger profits, as any other lines you can handle to-day?"

"Well, I suppose motor cars do always have to be lubricated."

"You're right. And if your motorist patron knows that you are selling a good quality lubricant he will come back again for his further supply. This means that you not only have an opportunity to realize a profit on his repeat orders for automobile oil, but each time he comes back you have an opportunity to sell him something from your general hardware line."

"Yes, that seems reasonable, but what is a good quality oil to handle?"

"POLARINE. It is made in two grades: POLARINE and POLARINE Heavy."

"Yes, I've seen POLARINE advertised."

"Of course you have. You can't help it. Everybody sees POLARINE advertising. It is being consistently advertised each year in newspapers, farm papers and motoring magazines all over Canada. It is a better known and more generally used automobile lubricant than any other."

"How much profit is there in handling POLARINE?"

"You can make 33 1-3% or more according to the quantity you sell in a year."

"That seems reasonable."

"Yes, and remember, you make that 33 1-3% mighty often. The average motor car will require 15 gallons of motor oil for a year's running. Every car also has to have transmission and differential lubricants and cup grease. There are special grades recommended for these purposes. POLARINE is put up in barrels, half barrels, 1 gallon cans and 4 gallon cans. There is also a special half gallon size for the Ford car as well as the 12½ gallon steel drum which you can sell to the automobile owner who keeps his car in his own garage."

"That does look like a pretty good proposition. Where can I get full information about the POLARINE line?"

"Write the Imperial Oil Company, Ltd., Room 704, Imperial Oil Building, Toronto, for full information about their dealer's proposition."

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Test Our Service

Your smallest need in Rubber receives careful attention when entrusted to us. Our equipment and facilities for manufacturing "Everything in Rubber" offer a decided advantage in filling your orders promptly. The care given to each detail makes it possible to render a service that cannot be duplicated within your reach.

Put us to the test. Write to our nearest branch and see for yourself what the Dominion Rubber System service means to you.

Canadian Consolidated Rubber Co. Limited

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The Largest Manufacturers of Rubber in the British Empire.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, DECEMBER 15, 1917 No. 50

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO DECEMBER 15, 1917 No. 50

Canada Fundamentally Sound

Machinery of Country at Present Directed Towards Prosecution of War—Address by Banking Authority on Present Financial Condition and Future Outlook.

A period of real prosperity in Canada will follow re-adjustment after war.

Canada in a position to share in tremendous Russian market.

Russia may have to go through one or more revolutions before settling down.

Necessary for merchants and bankers to keep business on solid basis.

Borrowing by Government does not directly increase amount of credit in use.

Farmers should now be able to pay store accounts, mortgages and bank loans.

Bankers and merchants are working towards same end.

Do not wait until a storm comes before reefing your "sales" and collecting your slow accounts.

In past credit has been too freely granted by both merchants and bankers.

Any man who has carried on a legitimate business or is doing so now should be able to pay his legitimate debts, and if he is wise he will do so. If on the other hand, he cannot you had better have that inquest now rather than a year from now.

Canada has unlimited natural resources

Room in Western Canada for ten times present population.

WHEN the war is over Canada will experience an era of heavy taxation, provision will have to be made for interest upon loans, and the public will have diminished purchasing power. On the other hand Canada is fundamentally sound, we have unlimited resources, and in all probability there will be a period of real prosperity following the war. Such were the views expressed by Wm. Moffat, Assistant General Manager Imperial Bank of Canada, in an address to upwards of 100 members of the Canadian Credit Men's Association, at a meeting and dinner held in the Board of Trade Club Rooms, Toronto.

The meeting was attended by business men representing all classes of industry and was presided over by W. H. Lamont, of H. S. Howland Sons & Co., Toronto, President Canadian Credit Men's Association.

In his address Mr. Moffat dealt with many angles of the present business situation. The address which will interest all branches of the trade follows:—

"Gentlemen,—Your president has asked me to say a few words to you regarding the present financial situation as it appears to a banker, and to give my impression of what the conditions are likely to be after the war. Prophesying is a thankless task, but all business is more or less based upon our ability to gauge the future. I may be wrong, but in my opinion the process of reorganization after the war is likely to impose upon financial interests a greater strain than anything we have felt in the past. At present practically the whole machinery of the country is directed to the prosecution of war—this condition of affairs is abnormal and must sooner or later come to an end. When that end comes—which we hope will be soon—manufacturers must face about and direct their energies first to the production and then to the sale of a different class of products.

Market Must Be Found

"The machinery which is now making shells must be used to make something else or it must be scrapped. If it is scrapped it will only bring scrap prices, if used to make products required in ordinary life a market must be found for them after they are produced. This means organization for selling as well as for producing. If, on the other hand, the war is to go on for another year we can look forward to a demand for almost everything that this country produces, especially for the products of agriculture; but these products must be paid for in cash or its equivalent if the country is to benefit. If we can make, as appears likely, shells for the American Government these will be paid for in cash or equivalent credits in New York. If we sell our wheat and other farm products against payment in New York the country will be ahead to that extent, but if, on the other hand, these products are to be settled for by loans from Canadian banks or the Canadian Government the result may be a curtailment of mercantile banking credits unless through currency inflation the burden is shifted on to the people of Canada as a whole.

To Face Declining Market

"When the war is over our taxes must be heavy, provision will have to be made for interest upon loans which have been created, and the profits which we have been receiving on munition contracts will not be forthcoming. The public as a whole will have diminished purchasing power seeing that lower prices will have to be accepted for products without a corresponding reduction in cost of production, and we shall at the same time have to face a declining market for goods carried.

Canada Has Unlimited Resources

"On the other hand, we have a magnificent country, one of almost unlimited natural resources. On a recent visit to the West, including the Peace River country, I had the pleasure of travelling over a considerable portion of territory, and I have no hesitation in saying the country is one of which every Canadian should be proud. There are miles of farms, but the farmers who are now cultivating them are only the scattered pioneers of future citizens. We have room there for ten times the present population, without crowding, and good land for all. This country is fundamentally sound, and once the war is over a period of real prosperity will I am satisfied ensue—not immediately but as

soon as the readjustments have been made.

The Shipbuilding Industry

"We expect great things from our shipbuilding program, and while the war lasts and also during the reconstruction period there is room for optimism. Whether we can continue to build ships in competition with the world when conditions are normal I am not prepared to say, but it appears to me to be at least doubtful. We have the raw material and all facilities except cheap labor. With our scale of wages, which is bound for years to be higher than in Europe, I question our ability to compete in the open market with the cheaper labor and Europe's necessity for greater production, and unless we can do so shipbuilding cannot be made a permanent success. The waters of the ocean being free to all, a ship built in Japan by cheap labor can carry freight to New York from Liverpool at lower rates than a Canadian vessel built under different conditions.

Great Market in Russia

"There is the Russian market also to consider, which, no matter what has happened or may happen, is bound to be a large factor. The Russians may have to go through one or more revolutions before they settle down, but I have no doubt as to the ultimate result. They are of little or no assistance to us at present, but after the war the purchasing power of 150,000,000 cannot be ignored, and Canadians should not forget that we are in a position to obtain a share of this trade if we cultivate it properly and in time.

The Reconstruction Period

"If I am correct regarding the reconstruction period it becomes necessary for both merchants and bankers as business men to consider the future carefully and see that their affairs are in apple-pie order. There should be systematic siftings of outstandings, and an effort made to put business upon as solid a basis as possible. Stocks of goods at present represent a very much larger cash investment than heretofore; possibly in some cases the actual bulk of goods carried may be no larger but the value is greater, and we are more closely concerned in values. For the last two or three years merchants have been doing business on advancing prices and increased borrowings.

"The time is coming when this process must be reversed, that is, after the war closes you will for a time have to sell your stocks for less money than at present, and write down the value of those in store sufficient to cover depreciation. Borrowing by the Government you must remember does not directly increase the amount of credit in use, and while the effect is not quite the same as an increase in irredeemable currency yet the tendency is to increase the cost of living and the price of all commodities as expressed in money. If after the Government has borrowed large amounts to pay war expenses the public goes on its usual course attempting to carry on business as usual there are sure to be demands for labor and materials which cannot be met and which will inevitably force up prices.

"In financing the war a considerable amount of such expansion is unavoidable —the wants of the Government are imperative—they are on an enormous scale and they cannot be immediately met except by the use of credit.

"It is impossible for the people to adjust immediately their private affairs to new conditions. Business attempts to go along in its accustomed channels and living expenses cannot be suddenly adjusted. Gradually, however the natural remedies make themselves felt. Prices of all commodities rise, and as Government demands must have priority, the people at large are forced to get along with fewer luxuries and possibly fewer necessaries.

Retailers' Purchases Curtailed

"This will have a tendency to curtail the buying by retail merchants as a diminishing number of their customers will pay the higher prices demanded. It is of course very undesirable to have the plane upon which business is done lifted to a higher level, as after the war prices that are high will have farther to fall. All investments in land except for cultivation and production should be avoided. No money should be locked up unless absolutely necessary in plants or buildings, and municipalities should not undertake improvements that can be postponed.

Farmers Should Pay Up

"At present farmers are receiving exceedingly high prices for everything they produce and should be in a position to pay their store accounts, mortgages and bank loans. It is very much in the interest of the merchant and of the community at large that advantage be taken of the present situation to collect out-

Wall board as a background makes a very effective setting for window displays in many instances. The details of the window shown are quite clear and offer a suggestion which could be easily adopted by many window trimmers. The Christmas spirit is emphasized in the use of holly and illustrations of Santa Claus. Display cards stand out prominently and are easily read.

Arranging window displays that attract is the ambition of every window dresser and it is to assist in this respect that reproductions of windows which have made good are shown in these columns. There may be just the suggestion above that you have wanted to get that power of pull in your display of goods. A careful study of the display shown above will reveal many worth-while points which can be utilized to advantage not only now but throughout the coming year

standing accounts, especially those that have in the past been inclined to be slow. Farmers have heretofore been, as you know, considered dilatory in their payments even when in a position to pay, but if their accounts and the accounts of wage-earners are allowed to run until conditions change on account of unsatisfactory crops, lower wages or prices, or for any other reason, merchants will have to face hard times with large amounts outstanding, having lost the opportunity of putting their business upon a safe and sound footing during the period of agricultural and business prosperity.

"The Credit Men's Association has in the past done much to assist and improve the position; the educational value of their work has been great, and if it can continue along the same lines it should in a few years help to place the retail trade of Canada on a very much sounder and more satisfactory basis. Even I can remember when long credits were the rule and cash business almost unknown.

Conflict Between Bankers and Merchants

"At times there appears to be a certain conflict of interest between bankers and merchants—this I am sure is only imaginary—we are both working towards the same end, and a banker's best customer is the successful merchant; bankers prosper only when their customers prosper. It is true that at times you find a banker holds an assignment of your retail customer's open accounts; but remember the wholesalers got the benefit of the money when the advance, secured by the assignment, was made. It may be that in some cases it would have been better had the merchant been allowed to go to the wall in place of being bolstered up by such advances, but so far as my experience goes these loans are made to help the merchant tide over a temporary stringency, due to disappointing sales, weather conditions, bad country roads, etc. In other words, when business in consequence of conditions has been disappointing, a merchant is very reluctant to allow his acceptances to go back, and if by an advance of this nature he can be helped over a temporary difficulty he and his creditor are both helped.

Most Loans Repaid

"You must remember that the majority of such loans are repaid as expected and the retail merchant's credit helped or saved. It is only when advances have been unwisely made by the banker that you have cause to complain, but even then the banker has only had a profit of six or even eight per cent. on his goods, and has, like you, overhead expenses to meet. No business works on as narrow margins—the turnover alone saves the banker, not the gross profit. Do not think that I am making a special plea for the banker; he is fallible like his neighbors, but bear in mind we are trustees for the shareholders of the bank.

Preparing for the Future

"What you gentlemen are probably more interested in, however, is what steps should be taken to prepare for the after-war reconstruction period in Canada. What can be done now to put our financial affairs in shape? I would say get your business 'snug.' Do not trade upon borrowed capital if it is possible to get along without it, but as most merchants must borrow, keep your business liquid. See that your stocks are no higher than necessary for the proper carrying on of your business. I would even suggest losing a few sales rather than risk overstocking. No doubt with the difficulties you have at present in obtaining deliveries it is almost impossible to keep stocks down, but all our tasks are hard to-day, and while we cannot expect perfection, we can aim at it. What, with your permission, I would like to impress upon you is to have a clear-cut plan.

"Look to the future and study it, and do not be satisfied with looking only at last month's sales and collections. Then what I consider at least as important as watching your stock is to watch your customers' accounts for signs of weakness. Accounts that are not satisfactory should be liquidated while there is yet time. Do not wait until the storm comes before reefing your sails and collecting your slow accounts. They will realize more now than under changed conditions; if they are weak now, they will probably be bad later on.

Co-operation With Retailer

"In what way can we as credit men—for we claim fellowship with you—help the merchants to carry out this programme? Chiefly I think by co-operation and consulting freely. In the past credit has been too freely granted by

(Continued on page 66.)

High Court Reverses Magistrate's Decision

Case Under the Lottery Act Decided in High Court—Interesting Chain System Activity For Exploiting a Credulous Public—Dangerous Example to Follow.

A CASE of some interest and importance was recently decided when the Appellate Division of the High Court quashed the conviction standing against William Harding of Hamilton, who had been convicted in the Police Court of a breach of the Lotteries Act of Canada.

The said William Harding was a gentleman who had a proposition of enabling you to get an eight dollar pair of shoes for a gross expenditure of $2.00. This gentleman was not a regular resident of Hamilton, but was merely biding there while he presented to the citizens this great opportunity. The system was a variation of the endless chain, which in the past has been known to roll up a tidy fortune through a contribution of dimes.

How the System Works

William Harding's system was as follows: First, a person interested in a new pair of shoes was a necessity, a smooth tongue readily supplied this interested party. Then came the unfolding of the plan. The interested party subscribed 50 cents for which he received four tickets, these tickets he went out and sold to four other parties interested in boots, on the understanding that the presentation of the ticket and 50 cents entitled them to four tickets from the head of this boot philanthropy. With two dollars in hand the first apostle of the system would return and would be provided with an order on a prominent firm of shoe jobbers in Hamilton for the delivery of pair of shoes. That in brief was the scheme. The man actually did get the boots, at least some did get them and there was no charge of fraud in connection with the case.

Now of those four purchasers of tickets from the original buyer probably a considerable number, seeing that they had purchased, would be likely to spend another half dollar to get in the running for that pair of boots. It would look at first blush as though the originator of the idea was in a bad way and would have to purchase a lot of shoes, without very much coming in. That is quite true, and very probably a goodly number of shoes were thus disposed of for there was no hint at the proceedings that there had been any attempt to defraud, even though similar schemes in the past have usually ended dramatically by the benefactor departing somewhat suddenly at some time, and leaving a large number of people who had contributed more or less largely to the scheme with nothing to show for the outlay. There was no suggestion, however in this case of the dramatic departure being part of the programme.

Where Did the Originator Profit?

How then did the benefactor profit? In this wise. The first man sold to four others; providing that they were all equally interested they each sold to four others or 16 different parties, these sixteen in turn sold to four each, making 64 and this sixty-four to four others each or 256 and this two hundred and fifty six in turn passed on their good fortune to four others or 1,024. This is, of course, an extreme illustration but it illustrates the principle. Up to the present the business is only six steps removed from the originator, yet there are over a thousand people interested. Now these parties having, it is presumed, parted with an initial fifty cents it is reasonable to suppose that a very considerable number of them might be expected to be interested enough in the scheme to invest another 50 cents. Very possibly, however, they might not be as fortunate as the first salesman in finding four others of an optimistic temper enough to induce them to embark on the adventure. In the initial stages the game must have been fairly costly, but as it advanced, the number of people engaged would ensure a fairly continuous stream of half dollars coming in, and the chances would be that a very much smaller percentage of boots would be going out. Unquestionably there must have been some profit in the business, for William Harding who had no place of business in Hamilton rented an office to care for the inflowing tide of half dollars.

The Case in Court

Everything went well till a constable laid hands upon him and brought him before the police magistrate on the grounds that he had been running a common lottery in defiance of the Lottery Act. He appeared before Magistrate Jelfs of Hamilton and was found guilty despite the spirited argument of his counsel, C. W. Bell, that there was no evidence of a game of chance shown. Mr. Bell urged that whatever the possibilities of the scheme were it was not a lottery, that every one investing had it in their power to make sure of the goods for which they had paid. The magistrate, however, continued to uphold his judgment, and as a result the case was appealed and came recently before the appellate division of the High Court at Osgoode Hall where the following question was tried: "Was there any evidence upon which the court could find the accused guilty of the charge set forth under the clauses in the criminal code respecting lotteries?" The court answered the question in the negative and the conviction was quashed.

Since the receipt of the judgment the defendant has left Hamilton for other scenes of activity.

It is a simple scheme, but it requires a great many dupes, and despite the dictum of the late Mr. Barnum that one was born every minute, the supply would likely run out if there was any considerable adoption of these tactics. Moreover the scheme is sailing close enough to the wind to make it a rather dangerous one in which to indulge.

Transient Traders' Tax Upheld

Efforts of Oil Firms Selling Direct to Farmers to Reduce License Fees Meet With Failure—Review of Recent Activities.

THE latest activities of some oil concerns who make a practise of selling coal oil from tank cars direct to the farmer and consumer have been quashed in York country. It has been necessary that a license fee of $300 be paid by all transient traders, and the efforts of the oil concerns interested have been directed towards getting this amount reduced to $50. The question came up at a meeting of the county council who were inclined to consider the matter favorably until the retailer's point of view was presented. Discussion of the matter finally led to their maintaining the license fee of $300 instead of granting a reduction to $50.

There has been considerable activity evidenced by some oil concerns during the past few months in their operations throughout the province of Ontario in taking orders for coal oil from farmers and others and having same delivered in special individual tanks direct from the railway sidings. Some time ago representatives of the firm were arraigned before one of Ontario's chief county magistrates on charges of selling coal oil without having first obtained a license. In this they were found guilty and a fine imposed. Appeals to higher courts were made by the company until one court allowed their appeal.

This resulted in an amendment to the Statutes which aimed at eliminating such methods of trading and the municipal act now covers the transient trader's activities in selling coal oil in this manner as follows: "or who go from place to place or to other men's houses to take orders for coal oil which is to be delivered afterwards from a tank car moved on a railway line, or who go from place to place or to a particular place to make sales or deliveries of coal oil or other oil from such tank car."

This latest move to reduce license fees may be followed out in other counties and it might be well for dealers to guard against this possibility.

Halifax Scene of Terrible Disaster

ST. JOHN, N.B.—Builders' hardware and other building supplies were almost the first demand from the stricken city of Halifax after the disaster which overtook that seaport on the morning of Thursday, December 6. When the munition transport, laden with explosives, collided with a Belgian relief vessel in Halifax harbor, caught fire it blew up a large portion of the city, and the surrounding country to a distance of seventy-five miles felt the effects.

The immediate and most appalling result was the utter destruction of a portion of the city, almost two miles in length, stretching along the harbor front, where whole rows of buildings were blown down or collapsed. Fire following added to the destruction and to the loss of life. The death list though not yet known may number 3,000 killed with thousands more or less badly injured and every second person in the city suffering from cuts or bruises.

There was not a house in the city which did not feel the effects of the 4,000 tons of explosives. In the greater part of the city, where the damage was not more extensive every pane of glass was shattered and in even the most sheltered spots the glass on two sides of the buildings was blown out.

After the first frantic efforts to succor the injured and care for the dead, so soon as the needs of the city could be expressed, a list of requirements was drawn up in answer to the offers of aid which already were pouring in. First and foremost among these was window-glass and putty. Every dwelling and place of business was open and exposed to the winter air. The disaster was followed by a snowstorm and blizzard with biting cold weather which has made the lot of the survivors one of hardship as well as sorrow.

Not only in Halifax but for miles around does the demand for window material exist, glass having been shattered in Truro and at other places seventy-five miles away.

After glass and putty, the demand in Halifax was for wall-board, tar paper and light building materials from which could be fabricated in the shortest time temporary shelters for the homeless and which would be required also for the conversion of buildings into emergency hospitals and shelters.

As most of the large hardware establishments were in the path of the destroying force, the local stock of such materials was largely destroyed, but even if this had not been the case no city would have a stock equal to such an emergency.

Supplies donated by neighboring cities, and sent from the New England States, included these essentials in their first shipments but it will be a long time before the demand for these goods for the rehabilitation of the city will be fully supplied.

Complete details are not yet available to the number of firms who have suffered damage, but reports now in indicate damage to the following: The Dunlop Tire and Rubber Goods Co., whose offices and warehouse were wrecked; The Gutta Percha and Rubber Co., whose building was undamaged except for broken glass; The Starr Mfg. Co., of Dartmouth, and The Consumers' Cordage Co., of Dartmouth.

Proposed Amendments to the Fraudulent Advertising Act

New Legislation Proposed to Meet the Conditions Presented by the Difficulties of Getting Conviction Under the Old Act.

THE question of fraudulent advertising has been a vexed question for some time past. Many parties have been accused of advertising in such a way, but owing to the loopholes existing in the present law many cases that seemed to present fraudulent methods have been allowed to escape through technical difficulties in its enforcement.

To meet these difficulties, amendments of the Criminal Code have been suggested and will come up for consideration in the near future. The original Act passed on June 12, 1914, is reproduced herewith, the parts in capitals being the proposed amendments.

"His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

"1. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended by inserting the following section immediately after the section 406 thereof:

"a. Every person who EITHER HIMSELF OR BY HIS AGENT, SERVANT, EMPLOYEE, OR ANYONE ON HIS BEHALF, knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal, movable or immovable property, or any interest therein, containing false or MISLEADING statement, or false representation which is of a character likely to or is intended to enhance the price or value of such property or any interest therein, or to promote the sale or disposal thereof, OR IS LIABLE TO MISLEAD ANYONE AS TO THE TRUE VALUE OF SUCH PROPERTY, shall be liable upon summary conviction to a fine not exceeding two hundred dollars, or to six months' imprisonment, or to both fine and imprisonment, OR IN THE CASE OF A CORPORATION TO A FINE NOT EXCEEDING FIVE HUNDRED DOLLARS.

"THE PRODUCTION BY THE INFORMANT OR ANY ADVERTISEMENTS CONTAINING ANY STATEMENT ALLEGED TO BE FALSE OR MISLEADING SHALL BE PRIMA FACIE EVIDENCE THAT THE SAME WAS KNOWINGLY PUBLISHED BY THE PERSON WHOSE NAME SHALL BE MENTIONED THEREIN, AS THE ADVERTISER, OR PROPRIETOR, OWNER, AGENT, MANAGER, AS THE CASE MAY BE, OF THE BUSINESS REFERRED TO IN SAID ADVERTISEMENT. THE WORD PERSON SHALL INCLUDE AN INDIVIDUAL OR PARTNERSHIP CO. OR CORPORATION."

MORE POWER FOR MERCHANTS OF SASKATCHEWAN

The Retail Merchants' Association of Saskatchewan recently waited upon members of the law amendments committee of the Saskatchewan Legislature with a request for more latitude for the credit in the small debts court, the giving of power to local J.P.'s to have debtors brought before them and be examined for discovery; the increasing of the provincial fee for hawkers and pedlars and statutory power being given to cities and towns to declare a half holiday each week during certain of the summer months. In dealing with the first request it was outlined that the association desired that the retail merchant be given the privilege of obtaining executions for a sum smaller than $50, the amount now settled in the small debts court. The merchants' deputation consisted of Messrs. Polson, Hutchinson and Raymond. A fee of $200 was suggested as a fair taxation on hawkers and pedlars.

USE OF ELECTRICITY ON FARMS IN NEW ZEALAND

Much attention has been given to the advanced uses of electricity in the farming and dairying districts of the South Island of New Zealand, in the vicinity of the Lake Coleridge Government hydro-electric plant. This section takes in the country surrounding Christchurch. Electric power is used extensively by dairymen about their barns and sheds for lighting and the operation of milking machines, creameries, etc. In one case a farmer reports that the charge per annum covering all of these uses was only $87.60 for a herd of 60 cows.

The Government now has under consideration a big project for a hydro-electric station in the North Island. It is expected that this will provide power as cheap for the use of the general public as has been furnished in the South Island.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By Robt. T. W. Edwards

Fig. 1.

THIS month we are showing what we believe to be something out of the ordinary. This is a combination lesson and one by which you should be greatly benefited if you set out to master both the ideas and the new letter formation.

This lesson is a combination one in this way. First an entirely new alphabet is used—something quite different to anything we have previously shown and which to the best of our knowledge has never before been used for show card purposes; second, we show how to produce real snappy Christmas show cards by using transparent water colors over a pen and ink drawing. This is a feature which we have used before but are showing again with some new ideas; and third, it is shown how to make attractive show cards by combining the air brush work with the ordinary brush work. Altogether you should derive great benefit from this lesson. It is a timely one and you will have a good opportunity of putting it into practice at once.

We will first briefly review the past few lessons. We have endeavored to give our readers something different in each lesson this year. A new formation of letters was shown in each lesson as well as some new ideas which would be of help to the cardwriter. In the last few lessons we have taken up the use of the air brush for decorating show cards and so far only the simplest work has been illustrated, but as we continue you may expect something more complicated. Of course to do the latter work you must possess an air brush outfit such as we illustrated some months ago. It is rather expensive but the work is very interesting and will be a considerable help to you in decorating your window backgrounds, etc. But whether you are the owner of an air brush or not you will find many helpful hints in these lessons.

Now to get back to this month's lesson you will note that many of the letter formations in the alphabet resemble to a certain extent some of those shown previously. This is unavoidable but you will note a certain characteristic which is followed out all the way through and which gives them a distinctive appearance not possessed by ordinary type. There is something original about it. Outside of the originality of this letter formation is its practical side. It is entirely of single stroke construction and

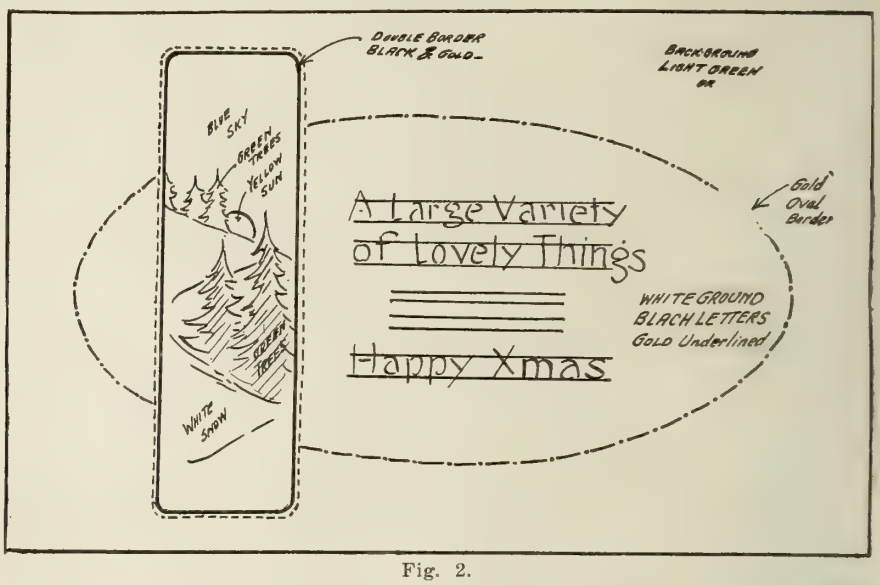
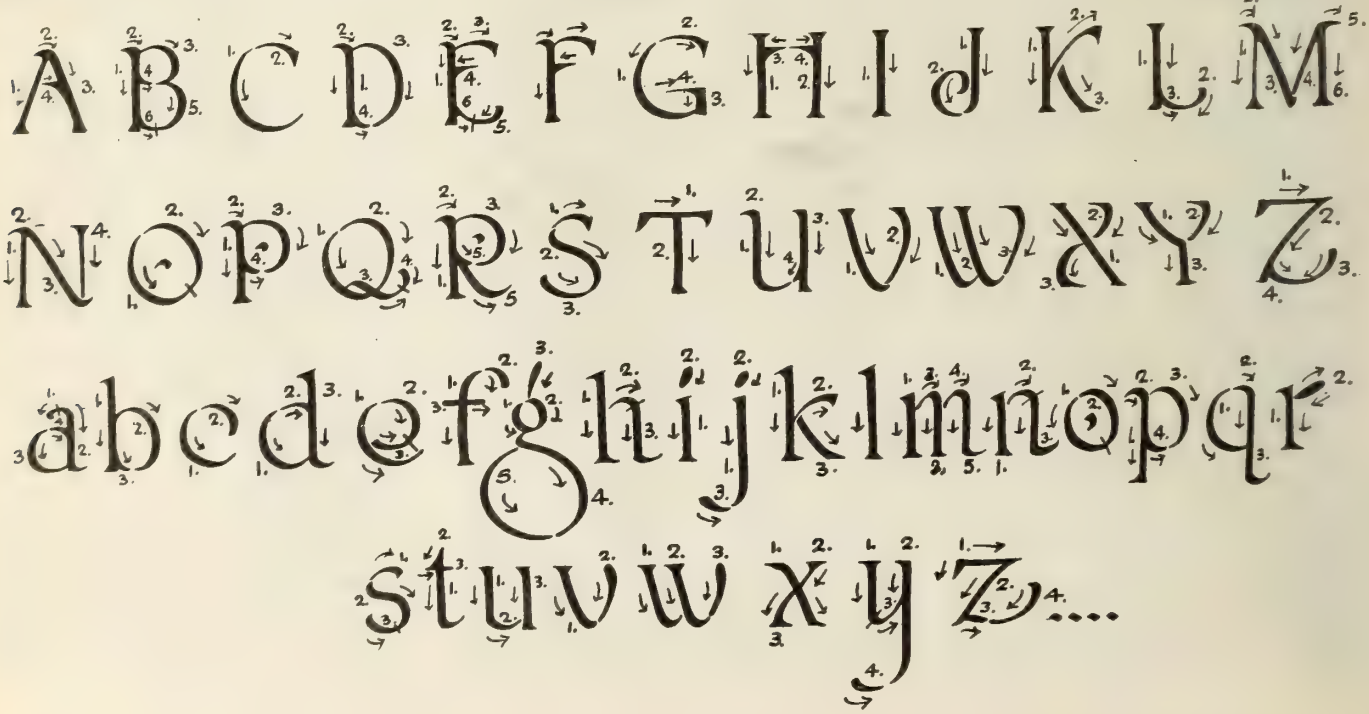


Fig. 2.



can be made either with the round writing pen or the chisel-pointed red sable brush. As the principle of the pen and brush are practically the same, except that the former is more rigid to work with than the latter, and those principles have been delved into so many times in previous lessons, we will leave you to make out its formation for yourselves. It is all quite simple. Draw the strokes in the direction in which the little arrows are pointing and make them in the order in which they are numbered and you should have no difficulty whatever. The main thing is practice.

The second feature is one at which all cardwriters are expected to show what they can do—that is the making of fancy Christmas cards entirely by hand. You may remember that a year ago we gave instructions along similar lines but here are some new ideas that will help you out in making fancy Christmas cards.

A summary glance at the completed cards reproduced here may give you the impression that there is a great deal of work attached to the making of them, but when you take the work step by step it is much easier than one would at first anticipate. Follow the detailed explanation of each card and you will have little trouble.

Some of these cards are original though many of them are copies. All can be done just as well and just as easily, but we find it is best to have some little sketch to get the idea from, so look up your last year's collection of Christmas ideas that all cardwriters should have and you will find many things that will give you inspiration and which can be easily sketched out on a card.

Before proceeding to make cards see that you possess all the necessary materials—white cardboard, black waterproof ink, drawing pen (stub preferred), a sheet of carbon paper, and a set of transparent colors. If you have a lot of coloring to do it is advisable to get a jar of air brush ink of each color required. These inks are transparent and they can be mixed with water or mixed together to produce any shade required. For instance, to produce a light green take a small quantity of dark green and lighten it with yellow. You can get an excellent green for coloring holly leaves this way. Red, green, yellow, blue, and brown along with the black will produce all the required colors.

The most simple method of transfering a drawing to the card is by tracing it with the carbon paper between it and the cardboard. This will leave you an outline which can be retraced with the pen and black waterproof ink. After this

is dry color in with natural Christmas colors.

This method is clearly shown in Fig. I. This is a pen drawing after the tracing is made and the black ink has been applied. This is now ready to be colored. Card "A" shows this same design used on an 11-in. by 14-in. card all colored in the natural colors ready to be put on display. A bright scarlet color should be used for the flower. Card "B" shows a combination of "paste on" and drawn design. The scenery is pasted on and retouched and the holly around it is a pen drawing colored with natural holly colors. This sort of a card is an easy one to make providing you have the little winter scenes in stock. They can be obtained from postcards, etc.

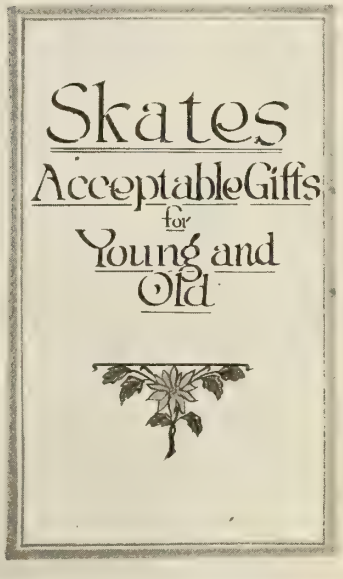
Card "C" is a very appropriate one for a toy display. The "Jack-in-the-box" is one of the oldest child's toys and is very effective in drawing the kiddies' attention to the window.

The three small Christmas cards show some very effective cards which can be used on small showings or as individual tickets. "D" shows a card with a sprig of poinsettia design. This can be easily sketched on with a pencil and colored with the natural colors. It is not necessary to be as accurate with the small as with the larger ones.

Card "E" shows a design bringing in the old fashioned Christmas bell worked in with a couple of holly leaves. The bell can be given a light wash of yellow after the black ink is used for shading it.

"F" shows "Old Santa" in a very characteristic attitude. This drawing was gotten out of one of last year's newspapers and transferred on with the carbon paper method. These three cards are white, size 5½ by 7.

"G" shows an excellent card for use



in a Christmas furnishing window. It is the right shape and the layout and design is just enough to suit a men's furnishing window display. The pot

(Continued on page 46.)

EDITORIAL COMMENT

NEVER before in the history of the hardware trade has the retailer had such an opportunity to sell labor-saving devices. Housewives are doing their own work in increasing numbers and they want devices that save steps and make work easier.

* * *

THE Halifax catastrophe should be regarded as a war loss, and all Canada should assume the responsibility for rebuilding the homes and offices, and putting every man, woman and child so far as is humanly possible in at least as good and comfortable position as they were before; and in addition should provide for all injured and dependents. This great responsibility must not be left to municipal grants or private charity already overtaxed as at present proposed. Any other plan than national responsibility would fall short of doing full justice to the people of Halifax.

NO CHANGE IN STEEL PRICES

ON excellent authority it is stated that the United States Government anticipates making no change in the present schedules for steel prices. Committees now in session at Washington have had the matter under discussion in conformity with the original announcement that set prices would only hold until the end of the year. The steel men have indicated that any further reduction (and it was thought some further reduction had been contemplated) would seriously impair the efficiency of the industry, and it is now felt almost certain that the present schedules will be maintained by the Government.

This should relieve the feeling of uncertainty which has existed to some degree among manufacturers and result in their devoting their energies entirely to production. The gradual readjustment to the price schedules still continues and by the end of the year it is expected Government prices will have been established by practically all manufacturers. These revisions apply largely to Government orders and are not likely to result in any great change in prices for commercial business.

MAKE YOUR DISPLAY "PULL"

GETTING returns from the store windows is no longer considered impossible; in fact, the advantage of the window display to the hardware store cannot be overlooked. Real dividends are produced from effective advertising as represented in the display window and at no time is this more apparent than during the present holiday season. Spending time to arrange attractive displays for the Christmas trade will bring real dollars and cents returns. To encourage this form of advertising, HARDWARE AND METAL is conducting its Annual Christmas Window Display Contest which all merchants should encourage their clerks to enter, not from the mere fact that they may win one of the prizes, but that the stimulus provided in offering these prizes may result in a higher standard of window display advertising.

For the last-minute shopper to whom the window display means so much, it would be well for all those who have already arranged their windows to look them over to see if any more "pulling" power can be incorporated. Perhaps the addition of extra price cards might help—in examining the displays other points may appeal in the nature of an improvement. Have every feature covered thoroughly for the remaining days—then have your display photographed and entered in HARDWARE AND METAL'S Window Display Contest.

BINDER TWINE SUPPLY ASSURED

FOLLOWING a period of negotiations with the United States Food Administration undertaken with a view of obtaining sisal fibre at lower prices than those quoted by the agency of the Yucatan interests, the sale is reported of 100,000 bales of Mexican sisal fibre at 19¼ cents ex-ship New York. Allotments are to be made by the Food Administration to the different manufacturers of binder twine.

It is possible the government may decide on the exclusive use of Yucatan sisal in the manufacture of binder twine. This it is stated would release considerable shipping now employed in transporting New Zealand hemp and other fibres and the bulk of the Manila hemp crop would be available for the manufacture of cordage which will be needed in the shipping industries.

It is estimated the supply of spot sisal in the United States aggregated approximately 250,000 bales and with the supply available at port for prompt movement, a shortage of binder twine for the 1918 crop is not anticipated.

Firmness in the sisal fibre market follows this sale and dealers now have a basis for operations that has been lacking since midsummer. No advance in price is represented in the sale figure and it is not expected that any will be made for some time.

All Food Distributors to be Licensed

Far-reaching Proposals of Advisory Committee to Food Controller, Will, if Adopted, Radically Change Conditions Existing To-day.

By Hardware and Metal's Special Correspondent at Ottawa

RADICAL PROPOSALS

Every retail grocer in Canada to be licensed.
All present dealers to get licenses under certain conditions but proposed plan would make it harder for new men entering the trade.
New dealers to have previous experience and at least $1,000 capital.
License number to appear on all stationery.
Nominal fee charged for license.
Wholesale grocers and foodstuff manufacturers to be licensed also.
Status of retailer, wholesaler and manufacturer to be clearly defined.

OTTAWA, Special.—A number of more or less sensational changes in the conduct of the grocery business in Canada have been proposed to Hon. W. J. Hanna, Food Controller, by representatives of retailers, wholesalers and manufacturers acting through an advisory committee.

These changes have been summarized above and are so comprehensive and far reaching that if they become effective—and there is every possibility that a number of them will—it is the feeling of prominent members of the trade that many of the old standing abuses that have crept into the distribution of food products will be eliminated. They involve some rather drastic changes.

Influential members of the trade were called to Ottawa to confer with the Food Control Department on methods calculated to better the present existing conditions. It was later found out that these men were wanted to act in somewhat of an advisory capacity in framing proposals that if put into effect in the end tend to lower cost of distribution of food and therefore ultimately reduce the price.

In the rough, the program outlined is somewhat as follows:

The Retailer's License

Every retailer would be required to have a license under the new proposals. This would be granted to all existing businesses. These businesses would however be compelled to maintain a certain standard. The stores would have to be kept in sanitary conditions and have a certain measure of equipment. This necessarily means they would have to be inspected.

For the man who desires to get into the trade the course would not be quite so simple as it has been in the past. To obtain a license it would be necessary for the applicant to have served an apprenticeship of some years in some grocery business. In this connection two years has been mentioned. He would moreover have to have a certain financial backing. The capital to begin with would in all probability be placed in the neighborhood of $1,000. The store he occupied would have to possess sanitary conveniences and sanitary equipment capable of the proper protection of the goods to be sold. Only under some such terms would a license be granted, if these suggestions go through.

The license fee would be merely nominal. It is probable, for instance, that a small business would carry a license fee of only a dollar a year while a business having a turnover of a hundred thousand would have a license fee of five dollars, and five dollars for every additional $100,000.

The funds thus obtained would it is suggested be used for administration expenses. What are these expenses likely to be? There is a suggestion of the appointment of provincial committees with representatives of the manufacturing, wholesale and retail interests. These would form advisory committees to work in conjunction with the Deputy Food Controller, while a committee from these committees would form a Dominion advisory council. The expenses of these organizations would be met by the license fee imposed, so that there would be no call upon the government for assistance. So far the proposal applies only to foodstuffs.

Defining the Status of the Different Branches of the Trade

A definite understanding of the status of each branch of the trade is another important item on the proposals. This will decide the conditions that constitute a manufacturer, a wholesaler or jobber, or a retailer. There have been tendencies at times for these different activities to overlap one another. Under this new regime the character of each distributing activity will be definitely defined.

All Food Activities to be Licensed

To achieve this result every manufacturer, wholesaler and retailer will be licensed. This license will empower them to conduct activities along the defined line of the department to which they belong. No wholesaler, for instance, as such, will be permitted to sell direct to the consumer, save in the case of hotels and restaurants. If the wholesaler so desires he may also on the payment of a small fee and on giving certain undertakings be granted a retailer's license. This license number, however, as well as his wholesale license number must in such a case appear on all his stationery, letter-heads, bill forms, etc. In this way it is made perfectly patent and above board the kind of business that the firm is doing.

This license according to the proposals of the committees of the various branches of the trade would also prohibit the selling by manufacturers at cut rates to large mercantile activities. The manufacturer under the condition drafted to be presented to the Food Controller's department would not be prohibited from selling direct to the retailer if he so desires; but he would be required to sell at a figure not lower than he would be willing to sell the same quantity of goods to the recognized wholesale trade.

It will be seen that these proposals if acted upon by the Food Controller's department ensure a very clear cut line between the different branches of the trade. The petty patronage of the well-to-do man who has been accustomed to buy his food at wholesale would be eliminated. The wholesaler who does this type of business would have to make that fact amply manifest, or else be in danger of losing his license. Thus the trade that legitimately belongs to the wholesaler would be his and the retailer would be free from wholesale encroachments.

That, roughly speaking, is a sketchy review of the probable next move in the Food Administration program as far as present developments are concerned. If the proposition finds favor with the Food Controller, and there is little likelihood that it will not—in a number of respects at least—then it may appear in the form of an Order in Council at a very early date.

They are startling changes. Until the details have been worked out, it is not possible to go fully into the merits or otherwise of the proposals. More definite information will be available next week. The Order in Council may be placed on the statute books at any time.

Trade agencies have for a long time past been urging the necessity of an Inland Trade Commission, to deal with such points as are now being brought up by the representatives of the retailers, wholesalers and manufacturers.

SOMETHING NEW FOR THE CARD-WRITER

(Continued from page 43.)

of poinsettia flowers is cut from a postal card and pasted on over a light green panel which has the tendency to make the "paste on" design stand out.

Card "H" gives you a suggestion of how to use a black background. The lettering and border is of pale green and the snow effect is put on last with white. This is simple work but effective.

You will note that we use here a square faced letter on account of it being better adapted to this particular kind of work.

Card "I" shows a Conventional Christmas design which makes a neat card.

Air Brush Work

Stencil cutting, as you read in another air brush lesson given recently, plays a great part in air brushed cards. It is in fact one of the most important branches of the work, being used in so many different ways. This lesson shows how stencils are used for making scenic and background work. Your attention is called to card "J" along with Fig. II., the latter being used as a guide to show the correct colors used on the card and where to place them.

First you need a stencil which will cover up all but the background of the card. That is, the oval and scenic panel must be covered. Spray this with a pale green. Next cut a stencil so as to just leave the sky exposed. This should be done in a light blue. The evergreen trees is the third and last part of the card that needs a stencil for its coloring. This one is more irregular but can easily be done with a sharp knife. The black outline of the drawing is done with a waterproof ink after the air brush work is completed. The sun can be put in either by air brush with the use of a stencil or can be painted on with an opaque color.

This is only one of the many scenic effects that can be made up with the aid of the air brush. It is a simple style of card to make because it can quite easily be changed so as to give it an entirely different appearance. Follow closely the directions and cut the stencils from heavy oiled Manila paper and you should have good results.

The Drive on the Last Minute Shopper

Winning Out on the Home Stretch—Put "Selling" Punch in Window Display—Newspaper Ads. Should Carry a Distinct Message — Store Interior to Clinch Sales—Every Department Can Make Appeal.

IT is on the homestretch that most races are won and business in many ways resembles a race where it is necessary to put on a little extra pressure in the final drive to achieve the objective in mind. No doubt the majority of merchants have been advocating the early buying of Christmas gifts but it is not always possible for your customers to arrange this and there are others who always wait until the last minute to make their purchases. To these then, special attention must be directed and a hard drive now will do as much to boost your sales during the few remaining days as the efforts of the past three or four weeks. This is exemplified in more than a business sense and has been proved only recently in the remarkable success of the last week's campaign of Canada's Victory Loan when as much money was raised as in the previous two weeks.

Put "Selling" Punch in Window Display

Has your window display proved its "selling" power as yet? If not, there's need for investigation. Are you using enough price cards on the articles shown to tell the prospective purchasers what they can get for 50c, 75c or $1.00? Some of your customers will want to limit certain purchases to $1 or less—if they know from your window what they can get, they are likely to come into your store and buy—if there is nothing to enlighten them, they will look farther and in this way your window loses its selling force. In this issue is reproduced a window display which has proved its real "pulling" ability. There may be a suggestion in it for you—it is not too late to rectify any shortcomings for the last-minute shoppers.

Newspaper Ads. Should Carry a Distinct Message

And what of the newspaper space you have been using? Has it brought the results you expected or is there a hitch somewhere that you can't explain? The ads. in the newspapers are followed very carefully for suggestions and as in the case of the window display, showing the price counts for much. On the opposite page is given a suggestion for a newspaper ad. made up from electros taken from those furnished through HARDWARE AND METAL'S electro service. The use of cuts gives the reader something tangible on which he may qualify the suggestions offered—in giving him the price you secure his confidence in the value of the goods offered and he can plan his expenditures ahead. This assists materially in the sale and tends to lessen considerably the work of your employees.

Store Interior to Clinch Sales

In the store itself an air of brightness is a decided factor in clinching sales on lines shown in window displays or mentioned in newspaper ads. Holly and streamers are by no means out-of-place in the hardware store and it might be well also to emphasize this important point: "Display your goods." Have everything out in plain sight—people won't ask if you have certain goods—they want to see what you have, make their selection and hurry along. Getting the goods out in plain view and priced is another means of saving clerk hire—a very important item in these days of labor shortage.

Every Department Can Make Appeal

It should hardly be necessary to enumerate the lines which sell during the holiday season. An appeal can be made from every department in the store. In the cutlery, there is the silver plated ware, cut glass, carvers in cases, pocket cutlery, scissors in sets, razors and shaving accessories; in the electrical, irons, percolators, heaters, toasters, reading lamps, etc.; in the tools, saws, hammers, drills, planes and levels; in the housefurnishings, washing machines, stoves, aluminum and enamel ware; in the sporting goods, sleighs, skates, snowshoes, toboggans, etc.; in fact, every department carries an appeal to some Christmas shopper which the merchant should be prepared to cater to.

For the final drive then look over the window display, prepare your newspaper advertisement with extreme care and keep the interior of your store brightened up and alive with well arranged merchandise. The large number of sales are yet to be made so the final end of your Christmas sales campaign should be arranged to bring the greatest possible proportion of this business to your store.

Last Minute Christmas Shopping

Lamp, $3 to $6.

DAYS and hours before Christmas are very, very few, and there still remains much gift-buying to be done. Probably you will welcome suggestions — and so here and now we provide them, in the hope that they will be welcomed by you.

Lantern, 95c to $1.50.

Flashlights 50c to $3.00.

Car, $5.00 to $7.00.

Thermos Bottles, $1.00 to $5.00.

Useful Gifts.

Pair of Pincers
Lawn Mower
Wheelbarrow
Scales
Brushes for various uses
Tools of all sorts
Garden Requisites
Gloves and Mitts for Working

For the Farmer.

Lantern
Sleigh Bells
Tools
Gloves and Mitts
Electric Torch
Repair Outfit
Clippers
Gun or Rifle
Whip
Robe
Auto Accessories

Family Gifts.

Electric Stove
Portable Electric Lamp
Hanging Lamp
Victrola
Phonograph Records
Ice Cream Freezer
Carving Set
Brass Tongs
Andirons
Grate Basket
Bird Cage
Oil Stove
Bath Room Mat

For a Girl.

Silver Vase
Moore Push Pins (for her wall pictures)
Skates
Toboggan
Mocassins
Tennis Racquet
Dog Collar
Baby Ben Clock
Manicure Scissors

For the Soldier.

Trench Mirror
Safety Razor
Thermos Bottle
Jack-knife
Fountain Pen
Military Brushes
Ingersoll Watch

For a Child.

Sled
Skates
Express Wagon
Meccano
Mocassins
Bicycle
Roller Skates
Cutting-out Scissors

For a Man.

Razor
Gloves (for service)
Pocket Knife
Reading Lamp
Shaving Set
Thermos Bottle
Fountain Pen
Fishing Rod
Reel

For the Motorist.

Set of Tires
Electric Torch
Thermos Outfit
Auto Robe
Driver's Gloves
Auto Tube
Foot Warmer
Skid Chains
Pyrene Fire Extinguishers

For a Boy.

Meccano
Bicycle
Yale Lock for Bicycle
Skates
Sled
Big Ben Alarm Clock
Air Rifle
Moccasins
Hockey Stick
Hockey Puck
Shin Guards

For the Housewife.

Carpet Sweeper
Vacuum Cleaner
Electric Toaster
Electric Iron
Electric Hot Plate
Thermos Bottle
Electric Milk Warmer
Electric Sew Motor
Electric Curling Iron
Aluminum Kitchenware
Silver Ware
Washing Machine
Electric Range

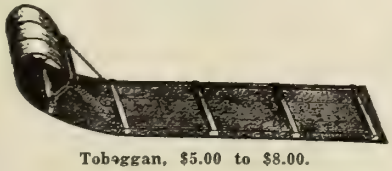
GIFTS AT 25c., 50c., AND OVER

WE have grouped articles according to price—this for the assistance of those who want the gift they may make not to exceed a certain sum. See the tables where gift-suggestions are grouped after this idea.

Padlock, 50c to 95c.

Horton's Hardware Store
Hurston

Clocks, $1.00 to $3.50.



Toboggan, $5.00 to $8.00.

Casseroles, $3.00 to $6.00.

Bells, $1.50 to $4.00.

The above is offered as a suggestion to retailers for a Last-Minute Christmas advertisement. The illustrations can all be had at a cost of 20c each, postage paid, from HARDWARE AND METAL. The advertisement can be adapted as to size and quantity of matter. The table idea, with gifts grouped as to price, is recommended.

EVENTS IN THE TRADE

BUSINESS CHANGES

Ottawa and Westboro.—John Stewart, hardware, has sold assets.

Grandview, Man.—C. B. McLean, of H. J. McLean & Co., hardware, has withdrawn.

Rocanville, Sask.—W. A. Gabb has purchased hardware and furniture business of H. W. Webb. Mr. Gabb has been engaged in the hardware business in England and in Canada for a number of years.

INDUSTRIAL NOTES

Montreal.—Sclater Asbestos Company has dissolved, Mrs. Wm. Sclater continuing under same style.

Calgary.—The Calgary Rolling Mills are building an addition to their plant.

Winnipeg.—The Prest-O-Lite Co. will build a factory at St. Boniface, to cost $10,000.

Toronto.—A building permit has been issued by the City Architect to the Liquid Air Society to erect a one storey tile and steel addition to their factory at 18 Boler street. The cost will be $2,600.

Winnipeg.—E. F. Hutchings, president of the Great West Saddlery Company, recently stated his willingness to subscribe half a million dollars to the Victory Loan provided he could secure exemption for his son and another man, both valued employees.

FIRE LOSS

Toronto.—The plant of the Polson Iron Works, engaged upon shipbuilding contracts, was recently damaged by fire to the extent of $200,000.

St. John, N.B.—Estey & Company, rubber goods, was recently damaged by fire and water.

Sault Ste. Marie.—Fire on Dec. 3 of unknown origin caused a loss of several thousand dollars to the Standard Chemical Co. plant. The loss in the fire was $7,000.

PERSONAL

O. C. James, who recently was with the Miller, Morse Hardware Co. of Winnipeg, is now with Rice Lewis & Sons of Toronto.

Lawrence Russel, who for several years has been sales manager of the Armstrong, Whitworth Co. of Canada, Montreal, has been appointed assistant general manager of the company.

Herbert Johnston of the sales staff of the Armstrong, Whitworth Co., Montreal, has been appointed city sales manager, to succeed L. Russel, recently appointed assistant general manager.

JAMES B. LORD,

President of the Boston Varnish Co., who was recently re-elected president of National Varnish Manufacturers' Association.

L. W. Adam of Bethlehem, Pa., has been appointed to the position of General Superintendent of the Nova Scotia Steel & Coal Co's. plant at Trenton, N.S. Mr. Adam will reside at New Glasgow, N.S.

EARLY CLOSING BY-LAW

St. Thomas, Ont.—City Council has passed a by-law governing all stores in the city, with the exception of cigar stores and restaurants, compelling them to close at 7 o'clock.

NEW GARAGE

St. Thomas, Ont.—The Auto Sales Company of Canada, with head offices in Quebec has opened a garage showroom and stock accessories.

CONTEST FOR NEW NAME

The Canada Metal Co. are giving three $50 Victory Bonds for the three best names submitted for a laundry tub which they are placing on the market. The only conditions outlined are that the contestant must be a master plumber or engaged in the plumbing department of a hardware business.

ST. JOHN, N.B., NEWS

The new council of St. John Board of Trade has several leading hardware men among its members, including Hon. W. H. Thorne, of W. H. Thorne & Co.; R. B. Emerson, of Emerson & Fisher; M. E. Agar, carriage hardware, and W. F. Burditt, local manager for Frost & Wood.

The International Shipbuilding Co. has announced that their plans for an early start will not be seriously affected by the destruction of the saw mill at Nordin, N.B., which was burned recently.

Robertson, Foster & Smith, wholesale and retail hardware, whose premises were badly damaged by fire, have resumed business.

DAMAGED BY EXPLOSION

The Dartmouth plant of the Consumers' Cordage Company, Limited, was considerably damaged in the Halifax explosion.

Many of the employees were injured, fortunately none fatally. R. L. Graham, manager, however, was badly bruised and cut about the face. The company is at work on the necessary repairs and will soon have everything in normal shape. All orders on hand and any new business, it is said, will receive prompt attention. Orders which the Dartmouth plant cannot handle will be rushed forward from the company's Montreal factory.

DU PONT'S PURCHASE BRIDGEPORT COMPANY

The paint and wood finishing business of the Bridgeport Wood Finishing Co., Still River, Conn., has been purchased by E. I. Du Pont de Nemours & Co., of Wilmington, Del.

The acquisition is in line with the expansion of the Du Pont interests in the American paint field. The Du Pont Company already has purchased and now operates Harrisons, Inc., of Philadelphia, one of the oldest paint companies in the country.

This purchase extends the Du Pont interests in the American paint field, as some time ago they purchased Harrisons, Inc., and now with the Bridgeport Wood Finishing Co. paint business their entry into this field is being watched with considerable interest.

SECURE TEMPORARY QUARTERS

The Alabastine Co. of Paris, who recently suffered loss by fire, have secured temporary quarters and are refitting them to meet their requirements. They expect to be ready to resume manufacturing on or about February 1, 1918.

New Glidden Co. Buys Canadian Concern

Cleveland, Ohio, and Toronto, Canada — New Company Will Manufacture Paints as Well as Varnishes— New Lines to be Added.

ONE of the most important of recent transactions in the paint and varnish trade in the Dominion has just been concluded by the outright purchase of The Glidden Varnish Company, Ltd. of Toronto and its associate, The Glidden Varnish Company, of Cleveland, by a newly formed corporation headed by Adrian D. Joyce who was until recently director and general manager of sales and distribution of the Sherwin-Williams Company. The new company will be known as the Glidden Company and is capitalized at $2,500,000.

ADRIAN D. JOYCE,
President The Glidden Co.

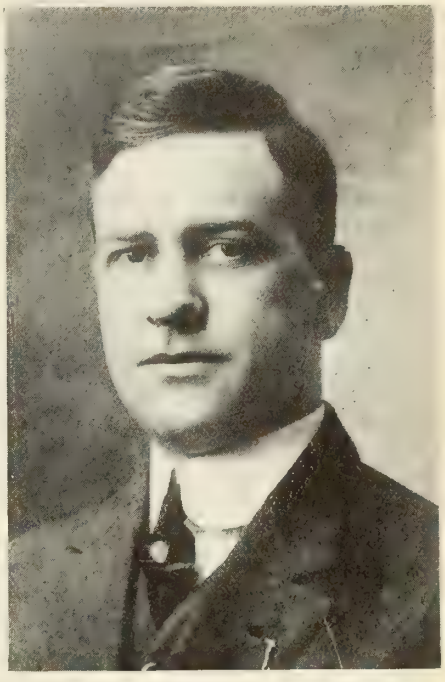
O. A. HASSE,
Vice-President The Glidden Co.

Associated with Mr. Joyce are O. A. Hasse, formerly manager of paint and varnish sales for the Sherwin-Williams Company, and R. H. Horsburgh, controller of the same company. They will occupy the position of vice-president, and secretary-treasurer, respectively, in the new corporation. All these have resigned their connection with the Sherwin-Williams Company and it is stated that the new company will not be affiliated with any other paint and varnish interests.

Members of the Glidden family, including F. A. Glidden, heretofore president of the company, will retire from the new corporation, but the balance of the organization will remain intact and will be enlarged as necessity demands.

Active plans are already under way for the broadening of the new concern and extending its business into new fields. Particular attention will be given to the manufacture of paints, which have been a subordinate product of the company. In addition to the complete lines of varnishes, enamels, paints and stains, many new paint specialties will be added.

The promotion of Jap-a-lac household finishes, one of the company's internationally known trade-marks will be given greater impetus while the entire line of paint and varnish products will be grouped and advertised under the name "Glidden." Glidden auto finishes, it is said, will receive special attention in sales promotion.



R. H. HORSBURGH,
Secretary-Treasurer The Glidden Co.

Montreal Motor Show Dates

Annual Motor Show of Montreal Automobile Trade Association to be Held January 19 to 26, 1918—Large Number of Entries Expected.

THE Fifth Annual Motor Show of the Montreal Automobile Trade Association will be held on the third floor of Almy's department store, on St. Catherine Street, January 19 to 26, 1918. Plans which are developing give promise of making this one of the most successful shows ever held and the attendance is expected to be a record-making one.

In order that accommodation may be afforded for the 130 styles of cars to be shown a huge outside elevator has been planned and will be built in ample time. In addition to this it will be necessary to make a large entrance on the south side of the building, just off the third floor, so that cars may be readily unloaded.

Already, it is stated, the available space of 46,000 square feet has been allotted and forty-five exhibitors are planning to show their individual lines.

Some 245 exhibits of automobile accessory lines are promised. Thus the entire third floor of this large building will be taxed to capacity and a very attractive, unique and complete showing is expected.

Manager T. C. Kirby has spent several weeks in planning this big event and preliminary plans have been well matured. It is expected that with such a comprehensive showing of motor cars and with the display of a big range of accessories hardware men who now, or who contemplate, the handling of this line another season will come to Montreal and personally inspect all that is new in motor cars and in accessories.

It is eight years since the first automobile show was held in Montreal and at that time the total number of exhibitors was thirty-four against the three hundred and forty individual exhibitors expected this year.

The utility of the automobile being so generally recognized to-day, this show will prove of greater interest than any previous show held here—and as accessories are becoming more standardized it is anticipated that there will be a real business interest upon the part of visitors—such as would prevail in a show of other standardized lines of goods.

During the show week it is indicated that steps essential to the formation of a Dominion-wide automobile trade association may be taken and arrangements completed.

Hamilton Bicycle Dealers Meet

Decide on Minimum Cash Deposit of $10 on Bicycles—Early Closing For Summer Months—Quebec Dealers Organizing—Need of Co-operation.

THE Hamilton Bicycle Dealers' Association upheld its nation-wide reputation as an active and hustling trade organization on Monday night, December 3, when the fifth annual convention of the local trade was held at the I.O.O.F. Temple with some twenty-five dealers and trade representatives present. The attendance was swelled by the participation of eight out-of-town officials of bicycle manufacturing and jobbing companies whose interest in the Hamilton Association is indicative of the importance which is attached to trade bodies generally.

N. S. Ferries, proprietor of the Wentworth Cycle Works, became a fifth-termer when he was unanimously selected to succeed himself as president for the fourth time. C. Webb of Webb and Underhill was elected vice-president, and R. Dixon was re-elected to the office of secretary-treasurer.

Minimum Deposit of $10

A unanimous decision was reached to close all bicycle stores in the city at nine o'clock each evening, or earlier if desired, except Saturdays and the nights before holidays. This will apply to the whole year. It was also decided to close all bicycle stores Wednesday afternoons for the five months from May to September inclusive, except when statutory holidays interfere. It was also agreed that a minimum cash deposit of $10 would be accepted by all dealers on the purchase price of a bicycle under any circumstances. Time payments were left to the discretion of the individual tradesmen. Several of the members openly disclosed their methods of arranging for time payments, one dealer pointing out that a good plan consisted of adding $5 to the cash price of a wheel and refunding $4 if the wheel is paid for within thirty days, $3 if it is paid for within two months, etc. It was the consensus of opinion that a customer should not be allowed a year in which to complete payments.

During the convention President Ferries announced that a communication received from L. Quevillon of Montreal showed that the dealers of that city and of the Province of Quebec were being organized into a Provincial Bicycle Dealers' Association. The Hamilton Association was congratulated on its very evident success during the past four years by a number of the speakers from out of town. The latter included S. License and W. Wright, representing the Humphrey Bicycle and Motor Company, Toronto; C. Dixon, H. Rawlinson and R. Gray of Hyslop Bros., Toronto; E. M. Peer and Frank Long of the Canada Cycle & Motor Company, Weston, and W. M. Gladish, Toronto. It was the first appearance of Mr. License as a representative of the Humphrey company, while Mr. Dixon, bicycle manager of the Hyslop company, was making a stop-over on a trans-continental business trip.

C. Dixon, of Hyslops, the first "outsider" to be called for an address, remarked that an association enabled the dealers to get acquainted, in which case it was always found that a business rival is not the scoundrel which had been imagined. He voiced the opinion that the Victory Loan Campaign would stimulate business generally, rather than cause a depression.

Steve License, of the Humphrey Bicycle & Motor Company, said: "I have never seen such a spirit of get-together before in my life as is evident here." He declared that no retailer wanted to get the reputation of being cheap. All worthy dealers wanted the reputation of handling good goods and of being real business men.

"All dealers look to the Hamilton association for guidance," declared E. M Peer of the Canada Cycle & Motor Company. He advised the organization to hold meetings more frequently. Further, he declared that the price-cutting game is very serious—particularly for the man with a small business.

H. Rawlinson pleaded for a trade association for the whole of Canada. He also advised all dealers to read trade journals.

"A trade paper is worth while to all," followed up President Ferries, who also drew attention to the many stunts put over by the committees in charge of the Victory Loan Campaign. "Could the Victory Loan have been so successful had not the advertising work been so complete?" he asked. The bicycle dealers could take a big lesson from the work of the loan boosters.

Million and a Half Boxes of Tin Needed

Canada's Requirements Will Reach This Great Total to Meet Minimum Requirements—It is Hoped That Present Shortage May Shortly be Relieved—Extensive Regulation Likely.

So much has been said regarding the tin plate troubles of late that there is a general wearying among the trade as well as among manufacturers. That we may keep our readers well informed, however, the following summary of recent developments may be interesting.

The Food Controller's office has recently issued a set of questions asking the manufacturers of food and other containers to state what their consumption of tin plates has been for the past years of 1914-15, '16 and 1917, part of the latter year being of course only estimated. This questionnaire was sent out that facts might be obtained as to the exact purposes for which tin was used for containers, and specific information was to be submitted showing how much tin was used for making tobacco, grease, chemical, drug, oil, paint, varnish and any other canned goods containers.

On Nov. 13, in accordance with arrangements previously made, a meeting was convened in the Food Controller's office, Ottawa, when representatives of the various paint, packing and other can and packing companies met and discussed with Deputy Minister F. C. T. O'Hara the situation as it stood, from various angles. This committee appointed at an adjourned meeting a smaller committee, composed of T. N. Anderson, of the American Can Co., Hamilton; Fred R. Whittall, of the A. R. Whittall Can Co., Montreal, and F. S. Corrigan of Sheet Metal Products Co. of Toronto, with instructions to proceed to Washington where it was proposed to interview the department there with reference to supplies wanted for Canada.

Mr. O'Hara was present when these men discussed the matters left with them for consideration and dissuaded them from their intention to visit Washington, relating his own experiences and from these he felt that they would be as well to communicate with Washington by wire. This they agreed to do. The minimum requirements for Canada in 1918 were estimated to be 1,500,000 boxes. In the messages sent to Washington the United States department was asked as to the definite method to be followed in submitting applications for tin plate, as all plates coming to Canada, of course, come from there.

It is clearly defined that manufacturers in estimating their needs are to state them clearly and conservatively, as any attempt to over-estimate will be detrimental. The department at Washington is using great care that all supplies are sent out carefully and are also well distributed. A joint form of questionnaire has been agreed upon as between the Canadian and United States food control departments. It is confidently hoped now that in a comparatively short time the present serious shortage may be at least somewhat relieved.

MEETING OF CREDIT ASSOCIATION

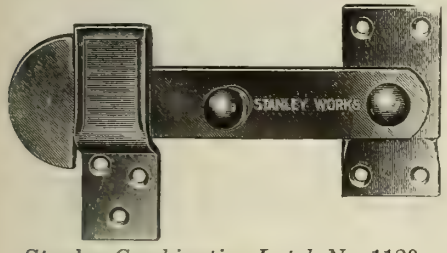
Winnipeg, Man.—A meeting of the wholesale section of the Canadian Credit Men's Association was recently held when a conference upon matters pertaining to wholesale business took place with representatives of the government.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

COMBINATION LATCH

The Stanley Works of New Britain, Conn., is now selling a new Combination Latch No. 1120 for swinging or sliding doors. This new latch is extra heavy, self latching on sliding doors, reversible



Stanley Combination Latch No. 1120. (Cut one-third size)

and strong. It is stated it will not catch on harness, for it can be swung over and out of the way and can be had japanned or Stanley Sherardized finish. These come packed one set in a wrapper with screws, one half dozen in a carton.

4-ONE BOXES

The Canadian Wood Products, Ltd., 1,000 Gerrard St. E., Toronto, are now putting on the Canadian market 4-ONE boxes which it is stated are used by many manufacturers in packing their products. It is stated the strength of 4-ONE boxes is measured in terms of steel wire and not in terms of wood, the peak load being carried by the wire.

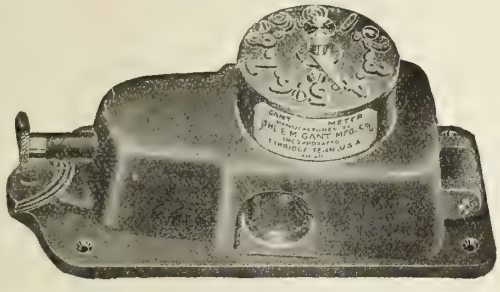
4-ONE boxes, knocked down, consist of four separate sections, top, side, bottom, side, connected only by continuous steel binding wires and of two separate end pieces.

4-ONE boxes are made by folding these four separate sections at right angles to each other, which tensions the wires at the corners, causes the top and bottom sections to overlap the side sections along the full length of the corners, and gives tight, square corners. The end pieces are nailed or stapled to the cleats from the inside.

It is claimed that under external strains the four separate box sections slide on each other at their edges, causing the strains to be taken up immediately by the tensioned steel binding wires and to be borne by these steel binding wires and to be borne by period of strain, and that bulging strains also are resisted by the steel binding wires.

NEW MODEL GANT METER

The Gant Meter for measuring all kinds of cotton, sisal and Manila rope, cable, etc., is offered the trade by John E. Chumbley & Co., Nashville, Tenn. The J. H. Hanson Company, Ltd., Montreal, are Canadian distributors. It is stated that this machine will handle any size from ¼-inch to 1-inch in diameter, and that there is no danger of over-measurements or under-measurements. It is claimed no yard sticks, tape measures or floor measures are necessary, it is always ready for use and is a big time-saver. To operate, simply thread rope in meter, take hold and pull. It is stated the indicator on dial registers accurately up to 100 feet when it automatically

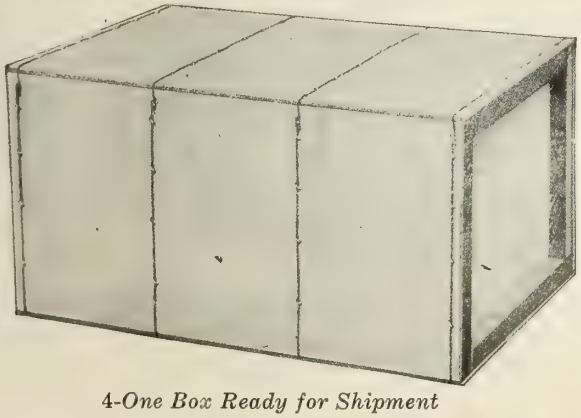


The New Model Gant Meter

clears itself, but it can be cleared after any measurement. The weight of this machine is six pounds complete.

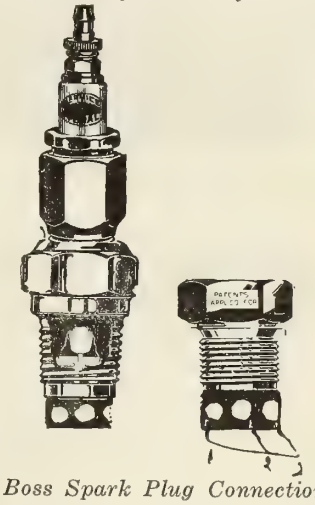
BOSS SPARK PLUG CONNECTION

The Relax Company, Norwood, Ohio, has recently brought out the Boss Spark Plug Connection which it is stated is designed to prevent oil and carbon deposits from gathering on the points of the spark plug which causes it to foul, miss, and also crack the porcelain. It is



4-One Box Ready for Shipment

claimed that by shielding the points of the spark plug, as the Boss Spark Plug Connection does, protecting it from flying carbon deposits and excessive oil clogging on these points, the real cause of motor missing and porcelain cracking is eliminated. This, it is claimed, reduces all spark plug trouble and assures greater efficiency with any make spark



Boss Spark Plug Connection.

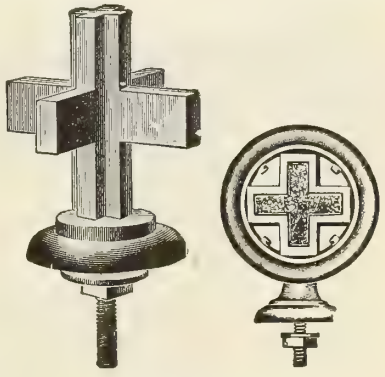
plug. The Boss Spark Plug Connection, it is stated, assures the proper ignition from the spark plug and makes it fire with a hot spark each time.

The "Boss" is made in ½ and ⅞ inch sizes. It will fit any make car and is fully guaranteed by the manufacturer.

RADIATOR EMBLEMS

It is stated that the automobile of the veterinary, like that of the physician, should carry the sign of the profession to readily identify it to traffic officers and others who can help to expedite its progress.

These emblems are of heavy metal with crosses enameled in correct tone of blue, rest of emblems being gold-plated



Radiator Emblems—for the cap of the radiator.

or finished in best grade heavy nickel-plate.

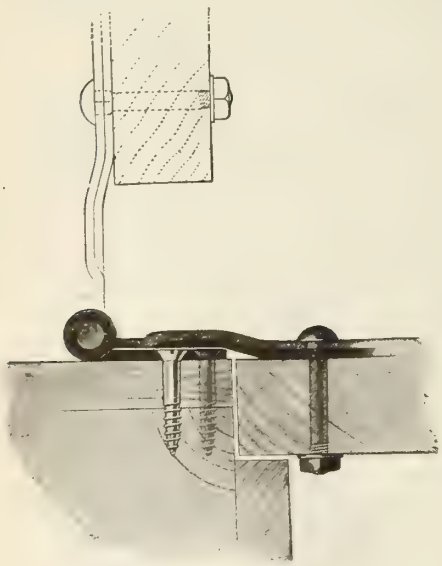
No. 5430B and 8063B are furnished complete with bolt, washer and nut for instant attachment to the radiator cap.

No. 8615B can be attached to the front of the radiator by means of strong wire lugs with which it comes equipped.

Selling Modern Garage Door Hardware

Improved Type of Garage Calls For High Grade Hardware — Swing Garage Door Hardware—Door Holders Save Windshields and Headlights — Sliding Garage Door Hardware—Developing the Demand.

THE proper housing of his car is more and more engaging the attention of the auto owner and during the past few months the sales of garage hardware have increased very materially. One of the most important features in connection with this rapid growth has been the tendency of car owners to build



It will be noted that the use of this hinge permits the full use of the entire space as the door swings clear of the opening.

garages of a style corresponding to their homes. The buyer for one of Canada's large retail establishments enlarged on this phase of the business to HARDWARE AND METAL'S representative as follows: "It is not so long ago since a garage was considered only in the light of a protection to the car against the elements of summer weather. With the approach of winter the tendency was to store the car away in some convenient store room but to-day, with the almost universal use of cars during the winter, the owner wants his car where he can get it without trouble and he wants a garage that will guard against the cold of winter. There has been a decided improvement in the class of garage built with an increasing demand for hardware to correspond. To further illustrate my point I might say car owners in building a garage bear in mind the architecture of their home—if brick is used in the home, the garage is built of brick, a stucco home will usually mean a garage to correspond. This is what has brought about the increased sale of garage hardware of the better type."

In selling garage hardware there are many items employed and an outline of these follows. This can only be termed general as there are so many angles to be considered but one point emphasized to HARDWARE AND METAL'S representative which should be borne in mind by all merchants in soliciting this trade is to "have the owner consult the hardware man before placing his order for doors." The wisdom in this policy will be seen when the various types of doors used is considered.

Swing Garage Door Hardware

The manufacturers of hinges who cater to this trade now market lines which are a decided improvement over the old style tee and strap hinges in strength, appearance and convenience. One of the lines most frequently sold is the style shown herewith which are offset, throwing the door out and on a line with the door frame, which eliminates the possibility of hitting the edge of the door as when hung in the old way. These hinges also are ball bearing which makes them work easily and they are so protected that they do not rust and break. A common method of application is the use of two large hinges up to 36 in. for the top and bottom of the door with a smaller size in the center.

Doors which swing on hinges may be bolted top and bottom by chain and foot bolts which correspond in style and finish to the hinges. Heavy bolts and latches are also used and the latches are so arranged that they may be securely fastened by a padlock if so desired. Another big feature developing in the sale of garage hardware is the application of a

Showing a door holder applied and method of release.

night latch or cylinder lock on the garage door which is keyed the same as the front door on the home. This eliminates the necessity of carrying extra keys and

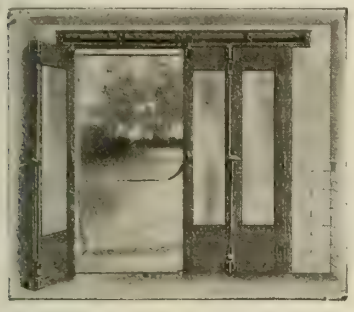
is a decidedly popular method of locking. With this style of lock a heavy pull is usually applied to open and close the doors.

Door Holders Save Windshields

There has been a great deal of damage done to cars through the slamming of garage doors on a windy day. Door holders are now sold which hold the door open and in this way secure the owner against the possibilities of a broken windshield or headlight. One style now being marketed is shown "applied" to the doors of a garage in one of the illustrations herewith.

Sliding Garage Door Hardware

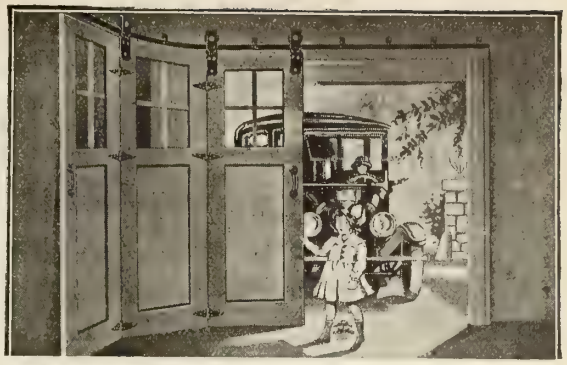
For those who prefer hangers, many



Doors hung in this manner present a splendid appearance. They fold over each other and back against the wall.

styles are offered. These permit the doors to open in almost any way wished as will be seen in illustrations which accompany this article.

There are those whose garage space is limited and must have the door against one corner of the building. For these a hanger, which carries the entire door across the inside corner of the garage to the wall at right angles, has been devised. There are others whose door openings are in the centre of the garage front and space on either side is limited, so that the door must be built in two or may be three sections. A similar arrangement to the single one above which permits the doors to swing to opposite corners takes care of this man's requirements.



Showing doors in section arranged to slide around one side of the garage.

It is stated that one of the neatest arrangements employed in hanging doors is one which permits the use of small individual doors that fold back over each other. This method is used in building doors in three, four, or six sections and makes a very attractive arrangement that appeals strongly to those whose outlay for a garage is considerable.

One consideration which has led to the increased demand for the private garage with the consequent demand for hardware is the abuses to which many motorists' autos are subject to when left in public garages. There have been many cases where owners have been arraigned in police court to answer charges of speeding when it has developed that some employee of the public garage has made use of the car for a "joy-ride." Then in winter the owner who uses his car wants it right at hand where he can make use of it at any time instead of having to go to the public garage or phone for some one to bring it over and in this way incur unnecessary expense.

Ways of Developing the Demand

There is a real need in every district for hardware of this class. It is not a luxury,—it is essential that there be a greater or less variety available for the garages that may be built. But it is very certain that the new business to be had must be developed carefully and with well directed effort.

It would be a very excellent plan in the first place to make a list of the owners of cars in one's community. These are excellent prospects. A personal letter written to such owners and calling attention to the lines carried by the dealer would serve to secure the care-

(Continued on page 66.)

GETTING VALUE FROM CHRISTMAS WINDOW DISPLAY

DURING the next few days the greatest returns are witnessed from good window displays. Have yours so arranged that the last-minute shopper won't pass you by. Suggestions are given on other pages of this issue. Arrange to get all the holiday business possible — the window display will be a big factor in securing desired results.

HARDWARE AND METAL'S annual Christmas window display contest will be conducted as usual this year. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

LET US HAVE YOUR ENTRY

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, 143-153 University Ave., Toronto," and marked "For Christmas Window Contest."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SOME declines in the price of hardware commodities during the past week have been of more than passing interest. One of the lines to show a lower price is that of bright and galvanized fence staples. Wholesalers point out, however, that this decline comes not through any weakening in wire products but rather a readjustment to a lower level in conformity with the present price of wire. Copper bars, brass bars, plain copper sheets and brass spring sheets are other lines which show a lower tendency. This movement is induced through the possibility of getting copper early in the New Year at the price established by the United States Government. Turpentine is another of the lines to give evidence of weakness with declines recorded. On the other hand advances have been numerous and include such lines as motor accessories, ammunition, disinfectant, insect powder, lawn border, pipe vises, oval slide vises. While the manufacturers of American ammunition have advanced their cartridges, loaded paper shot shells, empty brass shot shells, percussion caps, empty paper shot shells and primers, the Canadian manufacturers have not yet announced a change but there is general expectation that there will be an advance in the near future. Manufacturers of metallic ammunition and loaded shells advise that by reason of Government demands their output for domestic consumption will be much below normal. There is a possibility that merchants will be able to get only a percentage of their orders. Business for the Christmas trade and for winter lines has been seasonably good, with a good run on snow shovels, snow shoes and kindred lines.

MONTREAL MARKETS

MONTREAL, Dec. 12.—The markets are rather quiet, for the most part, this week. Some changes are recorded; among them a change of about 10 per cent. in United States ammunition, representing an advance. Cotton twines are advanced again, about 5 per cent. Wood hay rakes are advanced through a change of discount, the former discount of 45 per cent. being reduced to 40 per cent. This applies in like manner to horse pokes. Prices are announced on galvanized and bright wire staples. Galvanized iron is weaker. Coal oil is very firm and an advance is looked for. Linseed oil is quoted three cents lower. Rope manufacturers are endeavoring to make sure of a supply of raw materials for next season's binder twine. One large firm has shipped a large amount of glass to its Halifax representative. It is stated that very little glass remains in any building in Halifax.

New Discounts Announced On American Ammunition

Montreal.

AMMUNITION.—The announcement is being made of a new discount on American ammunition. This is equal to about 12½ per cent. and will effect all lines of metallics, military and sporting, and pistol sizes. It will also apply to caps, primers and loaded shells. Quotations are now made on a basis of 10 per cent. advance on list. This sets a new record for ammunition of United States manufacture, and it will be a question as to whether more careful use of the product will result.

Cotton Twine Is Up About Five Per Cent.

Montreal.

COTTON TWINES:—All lines of cotton bag twines have been advanced, this being equal to approximately 5 per cent. The advance will affect cone and ball twines as well. This increase is indicative of the strong situation in the cotton market, and sets a new high record for the product.

Wood Hay Rakes Up; Also Horse Pokes

Montreal.

HORSE POKES, WOOD HAY RAKES:—There has been an advance this week in the quotations on wood hay rakes. The discount formerly applying to this line was 45 per cent. and this is now reduced to 40 per cent. Likewise, the discount applying to wood horse pokes, extensively used in some places, is reduced in like manner, the discount of 40 per cent. now being effective.

Galvanized And Bright Wire Staples Are Higher

Montreal.

STAPLES.—New prices are announced for staples. These are selling as follows:—Bright, in 100 lb. kegs, $5.50 and in 25 and 50 lb. boxes $5.75 per 100 lbs. Galvanized are quoted at $6.25 per keg and in the 25 and 50-lb. boxes, $6.50. These prices will be welcomed by many dealers, who are now placing some of their spring business for nails and wire, and who will therefore be guided as to the basis for taking orders for spring delivery to their customers.

Nails Are Holding In Firm Market

Montreal.

NAILS AND WIRE.—There is a steady but firm situation in wire nails at present owing to difficulty manufacturers experience in getting wire rods at anything near the established government price. Business in this line is confined to small compass, with the base price for standard wire nails, $5.50 and for cut nails, $5.75. Smooth steel wire, base price, is $6.50.

Limited Demand For Standard Iron Pipe

Montreal.

IRON PIPE.—Confined to standard sizes principally, the demand for iron pipe continues light. A few orders are received by the jobbers, but these are usually small in size. In other lines of the staple goods, orders are mostly from country dealers and some report business from this source very satisfactory.

Country Business Fair For Steel, Iron, Etc.

Montreal.

IRON AND STEEL.—Fair orders of a sorting nature continue to be received by jobbers. Retail dealers seem to be keeping their stocks in reasonably good shape, as indicated by the frequency of

orders received. No changes are reported.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Weakness Evident In Galvanized Sheets

Montreal.

SHEETS AND PLATES.—Readjustment of prices has been effected on various gauges of galvanized sheets, and these are in a downward direction. The consumption is not very large. Favorable quotations are now to be had compared with those of a few weeks ago, and trading will probably be freer in view of better prices prevailing.

MONTREAL—		
BLACK SHEETS—		100 lbs.
10 gauge		$12 50
12 gauge		11 60
14 gauge		11 50
16 gauge		10 75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge	....	10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		10 30
18 ga.		10 15
16 ga.		8 70- 8 85

Makers Hope To Get 1918 Stove Material

Montreal.

STOVES AND RANGES.—There is little movement reported in stoves for the immediate present. Many are now taking or arranging to take stock. For the requirements of business manufacturers are confident, or at least hopeful, that the needed supplies will be forthcoming, but it is a little early to be able to stare the situation as it will obtain in the coming months. Readjustments that are necessary will probably be made soon, so that manufacturers can know with more definiteness what they may expect in supplies.

Coal Oil Very Firm; Likely To Go Higher

Montreal.

COAL AND GASOLINE.—There has been an advance in coal oil in some of the U.S. centres, and local oil dealers state that this will probably mean an advance for coal oil here of baut 1 cent per gallon within the week. An advance generally follows when one has been made in the south. Gasoline sales are down to a much smaller compass now, and in the country districts particularly, as few automobiles are being used. This is the case hereabout, at least, where some 6 to 8 inches of snow has fallen. Palacine still sells at 20c; Royalite at 17c and Electroline 20c, while gasoline is quoted at 32½c per gallon.

Rope Prices Firm; Binder Twine Outlook

Montreal.

CORDAGE AND ROPE.—There is a continued firm tone to the rope market and while there are no changes in price, there is strong indication of a readjustment in the near future. The supplies that might have been obtained from Russian ports has been held up owing to ice that has now formed and these ports are closed. The Italian hemps are just about as scarce. Attention is therefore being turned to other parts, and it is stated that arrangements are now proceeding, upon the part of some of the large manufacturers across the border, who, working in conjunction with the U.S. Food Controller's department, hope to bring about better conditions. For instance, it is not too early to consider the binder twine situation, and as a result of negotiations about to be undertaken, the large amount of twine required, it is hoped, will be assured. By working in concert with the Food Controller and securing his assistance and good offices in treating with the Mexican authorities, it is hoped to thus provide for the needs of the coming season, in so far as binder twine is concerned.

Lead Products Are Normal And Unchanged

Montreal.

LEAD PRODUCTS.—The request for lead products is rather confined, and small trading obtains. The amount of work requiring manufactured products is now quite limited, but the amount of business anticipated so late in the season is not large. There are no changes reported following the readjustments of last week and the following prices are quoted:

MONTREAL—	
Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.11½- 0.12
Lead sheets, 3½ lbs. sq. ft.	0.11½- 0.12
Lead sheets, 4 to 6 lbs. sq. ft.	0.13

Some Old Copper Sold; Market Quite Dull

Montreal.

OLD MATERIAL.—While the quiet condition that has prevailed regarding old materials for some weeks is not greatly changed, some supplies of copper and other scrap have gone forward. Dealers are willing to buy, and prices are maintained. One dealer is paying $27 per ton for No. 1 machinery scrap, and $19 for stove plate. Lead pipe also is being quoted as high as 6¼c.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½

Ingot Metal Dull; Tin Tendency Firmer

Montreal.

INGOT METALS.—Little trading is being effected for ingot metals and the market remains much as it was last week. Tin is very firm and the tendency is to a higher level, but no new prices are quoted.

COPPER.—Very little interest centres around copper for the week. Trading is light and surplus stocks are just fair. The price is from 33c to 34c per lb.

LEAD.—Slow, with light trading, characterizes the situation in lead, which is selling at 9c to 9½c per lb.

TIN.—At New York, Straits tin is quoted at 86c. This is held firmly, but bidders in the New York market get few responses, as stocks are short. The local price is 79c to 80c per lb.

SPELTER.—Normal conditions prevail on spelter, with small movement. Prices are quoted 10½c to 11c per lb.

ALUMIUM.—Market is quiet with small volume of trading being effected. From 16c to 18c per lb. is being asked.

ANTIMONY.—Steady and firm, with a limited amount of trading, which is being effected at around 18c lb.

TORONTO MARKETS

TORONTO, Dec. 13.—Building materials of various kinds were in active demand in Toronto during the week as a result of the catastrophe at Halifax. Glass and putty moved eastward in fairly large quantities. There was a quick response on the part of wholesalers to supply the needs of the stricken city. One of the important lines to change in price during the week was ammunition of American make, in which a considerable advance was recorded. Canadian makes of ammunition have not yet advanced, but it is expected there will be a change in these lines in the near future. A decline was recorded in the price of bright and galvanized fence staples. Other lines in which advances have been recorded are quite numerous and apply in a number of instances to automobile accessories. Business for winter lines has been good during the week.

American Ammunition Goes To Higher Levels

Toronto.

AMMUNITION.—An advance was recorded in the price of Winchester and Remington ammunition during the week through the changing of the discounts. Where sporting cartridges, primers, BB caps and .22 rifle ammunition was formerly quoted at a discount of 2½ per cent. off list, prices have been advanced to 10 per cent. on list. Empty paper shot shells are now quoted at 15 per cent. advance on list, and include such lines as Leader, Repeater and New Rival. Empty brass shot shells No. 1 Rival are now quoted at 15 per cent. advance on list. Gunwad felt and cardboard are also quoted at 15 per cent. advance on list. Percussion caps, GD, FL, EB, or ground edge, are quoted at 10 per cent. advance on list. Musket 4-split U. S. army and 6-split varnished, together with musket 6-split foil-lined and musket Spanish ribbed shells, are quoted at 10 per cent. advance on list. Loaded paper shot shells in case lots are quoted at 15 per cent. advance on list. Canadian makes of ammunition have not yet advanced, but there is a very strong situation. Manufacturers of metallic ammunition and loaded shells in this country advise the trade that by reason of Government demands their output is much below normal. Wholesalers advise that in order to get their percentage the retail trade should place orders for their requirements without delay. Prices and terms are subject to cancellation without notice. An advance in Canadian-made ammunition is expected in the near future.

Copper Bars And Brass Bars Go Lower

Toronto.

COPPER BARS, BRASS BARS.—Lower quotations on copper brass, brass bars, copper sheets and brass sheets were made in certain quarters during the week. Copper bars, ½-inch to 2-inch, in full lengths, were quoted down 5c per pound at 43c per pound. Plain copper sheets of 16-oz base and heavier were quoted down 2c per pound, making the quotation 46c. Brass spring sheets, 24-gauge and heavier, were down 5c per pound, and were quoted at 43c. Brass rods, ½-inch to 1-inch, were quoted at 39c per pound, making the range of prices 39c to 40c. The possibility of getting lower-priced copper by the domestic consuming trade in the United States has had a weakening effect on the market.

Wooden Tubs And Bakeboards Advance

Toronto.

WOODENWARE, BRUSHES.—A considerable advance in the price of wooden tubs was announced during the week. No. 0 tub is now quoted at $16.50 per dozen, the former price being $13.75. No. 1 tub has been advanced to $14.25 per dozen, the former price being $11.85. No. 2 tub is now uoted at $12 a dozen, which is an advance of $2. No. 3 tub is quoted at $10.50 per dozen, an advance of $1.75 per dozen. Wooden bakeboards have also been advanced, and one manufacturer is now quoting on the following basis: 18 x 24 in., $8 per dozen; 18 x 28 in., $8.90 per dozen; 20 x 30 in., $10.25 per dozen. Paint brushes are in very firm market, and there is strong probability that an advance may take place in these lines about the first of the new year. There is a shortage of bristles, and manufacturers assert that this is causing a very firm situation.

Cement Market Gives Indication Of Firmness

Toronto.

CEMENT.—There is a firmness in the market for cement, which seems to indicate the possibility of higher prices.

DONAHEY in Cleveland Plain Dealer

"Dearie, did you roll up your cuffs?"

Cost of manufacture has been increased through the fuel situation and labor situation. In carload lots cement is quoted at $2.40 per barrel, and in small lots at $3 per barrel. There is a fairly good demand for cement at the present time in the finishing of buildings and in sewer work. Demand in this respect has been up to a normal month at this season of the year. Those closely in touch with the situation intimate that there is strong probability of a change in price in the near future.

Vises Record Advance Of 10 To 16 Per Cent.

Toronto.

VISES.—Pipe vises of National brand have advanced approximately 16 per cent. No. 21 is now quoted at $3.50 each, the former price being $3 each. National oval slide vises is another of the lines to be moved to higher levels, the advance in this instance being approximately 10 per cent. Following are the prices now being quoted: No. 603, $3.25 each; No. 603½, $5 each; No. 604, $5.50 each.

Disinfectants And Powders Have Advanced

Toronto.

DISINFECTANTS, LICE POWDER, FLY SCOOT.—A substantial advance has been recorded in Zenoleum disinfectant, which now makes the following prices to the retail trade: 8-oz., $2.40 per dozen net; small size, $5 per dozen net; medium size, $8.40 per dozen net. Prices at which these lines are to be sold to the consumer are: 8-oz., 30c each; small, 60c each; medium, $1 each. Lice powder has been increased in price, and is now quoted at $2.40 per dozen. The resale price to the consumer has been established at 30c each, an advance of 5c. Fly scoot in small size is now quoted at $4.50 per dozen and large size at $10 per dozen. Prices for the consumer have been established at 60c for small size and $1.25 for large size, which is an advance of 10c in the instance of the former and 15c in the latter instance.

Lawn Border Higher For Spring Booking

Toronto.

LAWN BORDER.—Prices for spring shipment on lawn border have been arranged, which show a substantial increase over those recently prevailing. Twelve-inch is now quoted at 6c per foot and 18-inch width at 7¾c per foot. This is one of the products manufactured from wire, and gives some indication of the firm situation existing in the raw material.

Away Behind On Gas Ranges And Coal Heaters

Toronto.

STOVES, ENAMELWARE.—Some manufacturers of gas ranges and coal heaters report that they are hopelessly behind in their orders on this class of stove owing to the heavy demand that has recently developed on these lines. The demand for gas ranges at this time of year is stated to be unusual, and is attributed to the desire on the part of the householders perhaps to economize in the use of coal. With a small heater attachment they can burn refuse and chips, and perhaps a bit of coal, and get a fair amount of heat, together with the gas consumed at the time of cooking meals. There has been a fairly good demand for wood-burning stoves from the districts in which wood is plentiful.

Manila Hemp Shows Greater Firmness

Toronto.

CORDAGE, TWINE.—There was a slightly firmer undertone to the market for Manila hemp products as the result of a small advance that has been registered in the fibre during the past week. As a result of the condition in the primary market at the present time some manufacturers have refrained from announcing their booking prices for delivery next spring. When conditions in the primary market become a little more settled it is expected manufacturers will announce their booking prices. In the local market the sorting business is light at this season of the year and the heavier demand that is expected from the shipbuilding concerns of the eastern provinces has not yet started. Quotations held unchanged at 39c base for pure

Manila rope, 33c per pound base for British Manila and New Zealand hemp, and 27½c for sisal rope.

Coal Oil Market One Of Firmness

Toronto.

COAL OIL, GASOLINE.—There is a firmer situation in the market for coal oil as a result of changes which have been made in the United States market for this product. In the New York district an advance of 1c per gallon was recorded during the week. The reason for the advance is attributed to the extensive use of coal oil for heating purposes and also to the fact that the supply is being curtailed owing to larger percentage which is being passed into the heavier products for treatment to yield a greater supply of gasoline. Consumption of gasoline in this week was perforce curtailed owing to the extreme difficulty automobiles experienced in getting through the snow. Gasoline is quoted at 31½c per gallon. Coal oil is quoted at prices found in current quotations. An advance in coal oil would not come as a surprise.

Fence Staples Decline 25c Per Keg

Toronto.

STAPLES, WIRE, NAILS.—Of prime interest in the market for wire products is a decline in the price of wire fence staples of 25c per keg, which now makes the price of bright staples $5.50 per keg of 100 lbs. and $6.50 per keg for galvanized fence staples. The usual extra of 25c is charged where amount taken is in 25-lb. or 50-lb. quantities. Wire nails are in very firm market. Some manufacturers who have been endeavoring to buy wire rods in the United States state the best offer they could get for nearby delivery was somewhere between $70 and $80 per ton. The United States Government price on wire rods is $57 per ton, but this does not apply to shipments for export. Manufacturers of wire rods are left free to make their own prices on such quotations. Intimations were made that if it became necessary to purchase rods at these prices that nails would have to advance to $5.75 per keg. There are intimations that nails may advance in the United States, and should this take place there would in all probability be a sympathetic movement in the Canadian market. Quotations were made during the week on the basis of $5.45 per 100 pounds. Wire products of various kinds held steady during the week, smooth steel wire being quoted at $6.50 per 100 pounds base.

Compression Coupling Tees Advance on Lists

Toronto.

COUPLINGS. — Solderless compression coupling tees have made a considerable advance on list prices. Tees with tubing both ends and pipe thread on other end on 5/16-inch size have been advanced 9c on list price, making the list price now 30c each. For ⅜-inch tee, with tubing both ends and pipe thread on other end, the list price has been advanced 10c, making the price now 40c list each. For ¼-inch tees the list has been advanced 7c and is now quoted at 25c each list. These couplings are used for connecting joints on gas, oil or gasoline pipes to fit copper, brass, aluminum or steel tubing. In small quantities these couplings are subject to a discount of 25 per cent. to the retail trade, 30 per cent. discount in quantities of 50 and 35 per cent. in quantities of 200.

Electric Lamp Adapters Go Higher

Toronto.

LAMP ADAPTERS.—An advance of 2c on list prices of electric lamp adapters has been made effective. Adapter for oil burner with fibre candelabra socket is now quoted at a list price of 35c each. Adapter for gas burner with fibre candelabra socket has also been advanced to 35c list. Lamp base adapters which enable the use of a miniature base lamp with a candelabra socket have declined 1c on list and are now quoted at 6c list each. The regular discount from these prices in quantities less than 25 is 25 per cent. In quantities of 25 the discount is 30 per cent. and in quantities of 100 the discount is 35 per cent.

Chain Tire Lock Lists Advance 100%

Toronto.

TIRE LOCKS.—An advance amounting to approximately 100 per cent. on the list prices has been made effective in chain tire locks. The attachment consists of heavy steel safety chain, with chain three feet long, which permits of fastening around several tires and insures against tires being stolen. Type with galvanized chain ends have been advanced to $1.35 list each, the former list price being 65c. Bright chain with enameled ends and pantasote cover is now quoted at $1.55 list, the former list price being 80c. Bright chain with enameled ends and oil-tanned leather cover is now quoted at $2.10 list each, the former list being $1 each. Bright chain only has been discontinued as has also the bright chain with enameled ends and enameled duck cover. These tire locks are subject to a discount of 25 per cent. to the retail trade.

Automobile Locks Decline 25c on List

Toronto.

AUTO LOCKS.—A decline of 25c on list price of the auto lock has been made effective, which now makes the list price $1.25 each. During the past year this line registered an advance to the amount of the decline now recorded. The device consists of a polished, cast-brass case, with adjustable tempered steel shackle, with double-locking bolts and is capable of twelve changes. It is used for locking one or two of the levers together with part of the frame and one spoke of the steel wheel and it becomes impossible to turn corners. It is possible to start the car but it is impossible to make a turn when this device is attached to the steering wheel. This line is subject to a discount of 25 per cent. in small quantities, 30 per cent. discount in quantities of 12 and 35 per cent. in quantities of 48 and over.

Decline in Price of Radiator Covers

Toronto.

RADIATOR COVERS. — Any price movements in the downward direction come as welcome news after the long period of rapidly advancing prices. Radiator and engine covers for the extra large and large cars have been decreased in price while the price of the medium sized covers has been advanced. For extra large cars where the list price was formerly $14.70 it has been reduced to $13. Radiator cover only for extra large cars has been reduced 15c on list price to $6 each. For large cars the radiator and engine cover is now quoted at $12 list each, being a decline of $1.35. Radiator cover only for the large car, on the other hand has been advanced 65c on list, making the price now $6.15 each. For medium sized cars there has been a considerable advance on the radiator and engine cover, the new list price being $10.75, an increase of $1.75. Radiator cover only for medium cars has been advanced 50c which now makes the selling price $5 each. Discounts on these lines remain unchanged at 25 per cent. in quantities of less than a dozen, 30 per cent. in quantities of 12 and 35 per cent. in quantities of 48.

Grease Cups Go Up 2c to 4c on List Price

Toronto.

GREASE CUPS.—An advance of 2c each has been made on the price of the nickel-plated grease cups which now makes the price of the 5/16-inch and ¼-inch by 32 thread 33c each. Brass grease cups ⅛-inch thread have been advanced 5c each on list, making the price now 45c each. Nickel-plated ⅛-inch thread, capacity ½ oz. has been advanced 3c on list, making the price now 50c each. Discount on grease cups is 25 per cent. for small quantities, 30 per cent. in quantities of 24 and 35 per cent. in quantities of 96.

Shackle Bolts Show An Upward Tendency

Toronto.

SHACKLE BOLTS.—An increase of 5c on the list price has been registered for shackle bolts of 7/16-inch and ½-inch diameter and 10c on bolts of 9/16-inch and ⅝-inch diameter. The price for the two former sizes is now 65c each list and for the latter two sizes 70c list each. These bolts range in length from 3½ inches to 4½ inches. This bolt is used generally for fitting shock absorbers to the medium-priced cars and is furnished with nickeled grease cup and castellated nut. Discount from above list prices is 25 per cent. on quantities

of less than a dozen, 30 per cent. on quantities of 12 and 35 per cent. on quantities of 48.

Roof Patches and Patching Strips Quoted

Toronto.

PATCHES.—Prices are now being quoted on Stick Tite windows, roof patches and patching strips for mohair tops. List prices on Stick Tite windows are as follows: No. 1, $1.25 each; No. 17, 80c each; No. 3, $2 each; No. 4, $2.60 each; No. 6, 80c each; No. 7, $1.05 each; No. 8, $1.60 each; No. 9, $1.35 each. Patching strips of same brand are quoted list as follows: No. A, 50c; No. B, 55c; No. D, 65c; No. F, 70c. Above prices on windows and patching strips are subject to a discount of 25 per cent. in small quantities, 30 per cent. in quantities of 12 and 35 per cent. in quantities of 48. Stick Tite roof patches are quoted at list prices as follows: No. A, 45c per box; No. B, 50c per box. Patches are subject to a discount of 25 per cent. in quantities of less than 24 boxes, 30 per cent. in quantities of 24 and 35 per cent. in quantities of 96 boxes.

Cut-Out Outfits Decline; Radiator Covers Higher

Toronto.

CUT-OUTS, RADIATOR COVERS. — A decline of 15c in the list price of O.K. cut-out outfits has been recorded during the week. With this decrease in price the outfit is now sold at $1.75 list, subject to a discount of 25 per cent. in less than dozen lots, 30 per cent. discount in lots of 12 and 35 per cent. discount in quantities of 48 and over. No. 12 radiator covers for 1916 Ford cars have been advanced 55c each on list price, making the quotation now $2.85, while the No. 13 radiator cover for 1917 Ford cars has been advanced 70c on list, making the list price now $3.30 each. Radiator covers carry a discount of 25 per cent. in lots of less than one dozen 30 per cent. in lots of 12 and 35 per cent. in lots of 48.

Weather Protectors Are Lower in Price

Toronto.

WEATHER PROTECTORS.—One of the lines to show a decrease in price during the week is that of weather protectors for Ford cars. This device is designed to insulate the floor from the excessive heat of the engine and drives the warm air back under the car by closing the lever slots. In like manner it is designed to keep the cold from entering around the lever slots in the winter time. The list price is now $2.25 each, which represents a decline of 25c. Discount to retail trade is 25 per cent., in quantities of 6 a discount of 30 per cent., and in lots of 24 a discount of 35 per cent.

Wire Strainers Advance 10 Per Cent.

Toronto.

WIRE STRAINERS.—An advance of approximately 10 per cent. has been made on the price of wire strainers, wire fry baskets and wire sink strainers. On one line of strainer, the No. 716, the increase has been considerable, amounting to 50 per cent. The present price of this number is $1.35 per dozen as compared with 90c formerly. The price of No. 725 is now $4 per dozen, which represents an approximate increase of 10 per cent. Fry baskets No. 208 are quoted at $2.25 to $2.50 per dozen and wire sink strainers at $1.60 to $1.80 per dozen. Above prices are net to retail trade.

Motor Goggles and Pole Sockets Go Up

Toronto.

GOGGLES, POLE SOCKETS.—An advance of 10 per cent. has been made effective on motor goggles. No. 25 assortment containing a set of three dozen is now quoted at $24 per dozen. An advance of approximately 10 per cent. has been made effective in No. 7 pole sockets which now makes the selling price $10 per gross net. These latter are sockets for curtain poles.

Joy Riding.

Celluloid Handled Knives and Toothpicks Up

Toronto.

KNIVES, TOOTHPICKS. — An increase in the price of celluloid handled table knives has been made during the week. In the round handle dessert knives No. 710 the price is now $3 per dozen net while the table knives are quoted at $3.10 per dozen net. Square handled dessert knives No. 744 are quoted at $3.10 per dozen and square-handled table knives at $3.25 per dozen. Hardwood toothpicks have advanced 50c per case and are now quoted at $4 per case net of 100 packages.

Toilet Paper Goes Down 15 Per Cent.

Toronto.

TOILET PAPER.—A decline of 15 per cent. has been put into effect on toilet paper during the week through the changing of the discount to 35 per cent. off list. The former discount was 25 per cent. off list price. List prices on various brands are as follows: Crystal, $7.60 per case of 100 rolls; Majestic, $8.70 per case; Saxony, $10.90 per case; Popular, $12 per case. Discount of 35 per cent. applies to case lots. In three case lots the discount is 35 and 5 per cent. and in 10 case lots the discount is 35 and 10 per cent.

Manicure Scissors and Pocket Scissors Up

Toronto.

SCISSORS.—An advance amounting to 10 per cent. has been announced in manicure scissors and pocket scissors. For the manicure scissors No. 3490 the price is now $6 per dozen. For No. 63 pocket scissors the new price is $2 per dozen. Above prices are net to the retail trade. Scissors are much in the same category as pocket knives. In the latter commodity there is a very material shortage at the present time.

Certain Makes of Valves Show Big Advance

Toronto.

VALVES.—Considerable higher prices have been made effective on Pratt & Cady valves through the changing of the discounts. On the extra heavy bronze globe and angle valves S.E. the new price is on the basis of 35 per cent. on list, the former price being 30 per cent. on list. One of the heaviest advances is in the bronze renewable ring gate valves ¼-inch to 2-inch. On this line where they were formerly sold on the basis of list plus 40 per cent. they are now sold at list plus 60 per cent. The following table will show the lines in which changes have been made, together with the previous discounts and the new discounts:

	Former Discount	Present Discount
Extra heavy bronze globe and angle valves S.E..	Plus 30%	Plus 35%
Extra heavy bronze globe and angle valves F.E...	*P.O.A.	Plus 35%
Parts for bronze renewable ring gate valves..	5%	Plus 20%
Bronze renewable ring gate valves, ¼-inch to 2-inch scwd.	Plus 40%	Plus 60%
Extra heavy bronze renewable ring gate valves	Plus 4%	Plus 12½%
Extra heavy bronze renewable ring gate valve O.S. and Y.	Plus 20%	Plus 40%
Hyd. heavy bronze renewable ring gate valves	Plus 4%	Plus 40%
Bronze swing check valves S.E.	Net	Plus 5%
Iron body swing check valves	20%	10%
Disc for iron check valves	20%	Net
Iron body gate valves...	17½%	12½%
Iron body gate valves "Underwriters"	17½%	*P.O.A.
Heavy iron body gate valves	20%	10%
Iron asbestos packed cocks 1½-in. to 2-in..	10%	5%
Iron asbestos packed cocks 5-in. to 6-in., flanged	Plus 5%	Plus 15%
Iron asbestos packed cocks 1-in. to 1¼-in., flanged	Plus 10%	Plus 40%
Iron asbestos packed cocks 1½-in. to 2-in., flanged	Plus 10%	Plus 15%

Iron asbestos packed cocks 2¼-in. to 4-in., flanged	10%	5%
Brass steam cocks, sq. head	25%	15%
Piatt steam traps	7½%	*P.O.A.
Fusible plugs	Net	*P.O.A.

*Prices on application.

Pipe Cutters and Parts Go Higher

Toronto.

PIPE CUTTERS, PARTS.—A considerable advance has been made in the price of Barnes pipe cutters and Saunders pipe cutters, together with the parts therefor. Where Barnes pipe cutters were formerly quoted at 37½ per cent. off list they are now quoted at 30 per cent. off list. Parts for Barnes pipe cutters are now quoted at 25 per cent. off list, the former discount being 32½ per cent. Saunders pipe cutters that were formerly quoted at 27½ per cent. discount from list are now quoted at 16 2/3 per cent. discount. Parts for Saunders pipe cutters are now quoted at a discount of 10 per cent. off list, the former discount being 22½ per cent.

Stocks and Dies Take Upward Swing

Toronto.

STOCKS, DIES.—A substantial advance has been made effective in Pratt & Cady stocks and dies through the changing of the discounts on these lines. Stocks and dies No. 1086 are now quoted at a discount of 10 per cent., the former discount being 22½ per cent. Stocks and dies No. 1087 that formerly sold at 10 per cent. off list have been advanced to net list. No. 1085 stocks and dies are now quoted at list plus 30 per cent., the recent price being net list.

Cotton Twine Goes Up 2c Per Pound

Toronto.

COTTON TWINE.—An advance of 2c per pound on cotton twine has been made effective as a last-minute change just before HARDWARE AND METAL is about to go on the press. The range of prices on three-ply is now 48½c to 60c per pound and on four-ply 52c to 65c per pound. The high price in the raw cotton market is responsible for the increase, spot cotton in the New York market having reached 31c per pound during the week.

Priority Established For Coke Shipments

Toronto.

IRON AND STEEL.—Due to the fact that the United States Government has considered the situation in coke serious enough to place it fourth on the priority list for movement of freight by railroads, it is thought the supplies available might show some improvement in that country in the not distant future. Priority orders have been issued effective December 12 whereby preference is given in the following order: First, railroad fuel; second, to livestock and perishable freight; third, to military supplies and shipments for the United States Government; fourth, to coal to and for by-products coking plants; fifth, to coal and coke and raw material for current use. Canadian smelters are experiencing the same difficulty in getting supplies of coke, and it is possible the new order will help the situation materially. Prices of iron and steel held unchanged during the week.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Prices On Sheets Held Steady During Week

Toronto.

SHEETS, PLATES.—The market for sheets and plates held steady during the week after a period of more or less rapid readjustment. Some concerns have consistently held their prices at fairly high levels, as they assert it will be increasingly difficult to get supplies of sheets and that present prices are not inconsistent with the outlook for the future. Quotations were made on the same basis as last week. Demand for sheets is reported fairly good.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	$	$12 00	$12 00
12 gauge	7 65	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 80	10 80
22-24 gauge	7 35	8 85	10 85
26 gauge	7 40	8 90	10 85
28 gauge	7 50	9 00	11 00
3-16-inch plate	12 25	....	......
¼-inch boiler plate	12 00	....	.....
GALVANIZED SHEETS—			
10¾ oz.	$ 9 80	$10 00	$12 00
U.S. 28	9 50	9 70	11 70
U.S. 26	9 20	9 40	11 40
22 and 24	9 05	9 25	11 25
18 and 20	8 90	9 10	11 10
16	8 75	8 95	10 95
14	8 65	8 85	10 85

Corrugated Sheets In Light Demand

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There was quietness in the market for corrugated sheets, conductor pipe and eavetrough during the week, as the season of the year naturally militates against a demand. Prices remained unchanged at the recent readjustment.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8 70-$ 9 00	$8 00
No. 26 gauge	9 60- 10 00	9 25
No. 24 gauge	15 00-	12 00
No. 22 gauge	18 00-	15 25
No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

Discount 7½%.

Boiler Tubes Go To Australia And Japan

Toronto.

BOILER TUBES.—A Toronto dealer states that a carload of boiler tubes has been sold to Australian buyers and another carload to Japanese buyers. Stocks of these tubes were reasonably good at the time of sale, and the transaction was permitted to be carried through only because these tubes had been in warehouse here before the recent order prohibitng sale except under special permit in each instance. These sales have accordingly reduced the available stocks for Canadian trade by this amount. Prices held unchanged during the week.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Again Goes To Higher Levels

Toronto.

LEAD AND ZINC PRODUCTS.—Owing to the situation in tin a further advance in solder has been made effective during the week. Guaranteed solder has advanced 1½c per pound, and is now quoted at 42½c. Strictly half-and-half is quoted at 39½c, an advance of 1¼c. Commercial solder has been advanced 1c per pound to 36¼c, while wiping solder has been advanced ½c, and is now selling at 38½c. Lead sheets and lead pipe held steady in price during the week.

TORONTO—			
Lead pipe, lb.	0 14		....
Lead waste pipe, lb.	0 15		....
Lead traps and bends	Net list		
Lead wool, lb.		0 16	
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼	
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½	

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Stagnant Market For Old Materials

Toronto.

OLD MATERIALS.—Stagnation characterized the market for old materials during the week. Wholesalers held their prices steady during the week, but did not show any keenness to buy. On the other hand, holders of old materials showed a disposition to refrain from offering their goods. Mills in the United States are showing very little interest in buying.

Toronto.		
Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	......
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Continues In Active Market

Toronto.

INGOT METALS.—Tin continues to be the centre of interest during the week. Canadian tin is still quoted lower than on the New York market. Interest in copper is beginning to revive owing to a conference that is to be held in Washington on Friday of this week between the copper producers and the War Industries Board. Business in ingot metals is reported fairly good.

COPPER.—Producers of copper have started to make assertions that the established price of 23.50c is not in conformity with the productive cost at the time of the making of the price. It will be pointed out at the forthcoming conference in Washington that labor troubles at the mines have added greatly to the cost. The general impression is, however, that the Federal Trade Commission believes that the original price fixed by the Government was higher than the facts warranted. In the local market the prices ranged from 30c to 32c for casting copper.

TIN.—There is active interest in tin in the local market and prices were firmly maintained at the quotations of last week. In one instance where quotations were made on a basis of 75c to 80c per pound the range was narrowed to 77c to 80c. One large dealer continued to quote on the same basis as last week. In the primary market in New York quotations as high as 86c per pound have been made on Straits tin.

SPELTER.—There was an easier trend to the local market in certain quarters and prices were quoted ¼c under the low quotations of last week, making the range from 9¾c to 10½c per pound. The question of spelter prices is to come up for discussion at Washington in the near future.

LEAD.—There was a quiet market locally for lead, with demand fair. Prices held unchanged at a range of 8¾c to 9c per pound. Fixation of a maximum price by the United States Government is an item that is scheduled for discussion in the near future.

ANTIMONY.—While some concerns continued to quote at a range of 16c to 18c per pound, one concern gave a firm quotation of 18c per pound. Business in this metal is not heavy at the present time. In the primary market dullness was manifested.

ALUMINUM.—Quotations held unchanged at 60c per pound. Interest in this commodity is not very keen at the present time. Prices in the United States market held unchanged during the week.

PIG IRON.—Smelters of foundry iron continue to make sales for delivery in nearby weeks on the basis of $50 per ton. The coke situation is giving considerable concern. Canadian smelters are piecing out their supplies of coke by the use of materials that have not been thoroughly seasoned.

LONDON MARKETS

LONDON, Dec. 13. — Price changes have been sufficiently numerous during the week to keep the interest keen on quotations. Turpentine and fence staples are two lines that show lower prices while advances have been recorded on rifles, calf meal, skates. Sleigh bells are in active demand now that real winter with plenty of sleighing is here. Business in this district is seasonably good. Christmas and winter goods are moving freely, with hand sleighs, skates, toboggans, snowshoes and other articles in good demand. Prices on the majority of lines continue firm, while collections are reported very satisfactory.

Single Shot Rifles Have Been Advanced

London.

RIFLES. — Higher prices have been put into effect on Stevens single shot rifles and prices which now prevail are as follows: No. 14½, Little Scout, $4 each; No. 26, Crack Shot, $5 each; No. 12, Marksman, $6.50 each; No. 17, Favorite, $8 each.

Snowshoes Moving Freely

There is an active demand for snowshoes now that there is plenty of snow. Prices that prevail on the various lines are as follows: 10 x 33-inch Boys', $2.35 per pair; 11 x 36-inch Ladies', $2.85 per pair; 12 x 42-inch Men's, $3.25 per pair; 14 x 42-inch Men's, $4 per pair.

Calf Meal Registers An Advance During Week

London.

CALF MEAL.—An advance was recorded during the week on Royal Purple calf meal and the new prices are as follows: In 25-lb. boxes, $4.50 per 100 lbs.; in 50-lb. boxes, $4.40 per 100 lbs.; in 100-lb. boxes, $4.30 per hundred pounds.

New Line Electric Grill

A new line of electric grill has been placed on the market known as Canadian Beauty Grill No. 285, the list price of which is $7, and Canadian Beauty Toaster Stove No. 235, the list price of which is $5.50 each. The above prices are subject to a discount of 25 per cent.

Fence Staples Show Decline Of 25c Hundred

London.

STAPLES.—A decline was made effective in the price of bright and galvanized fence staples. Bright are now quoted at $5.50 per keg of 100 pounds and $5.75 per hundred pounds in 25-lb. boxes. Galvanized staples in 100-lb. kegs are quoted at $6.25 per 100 pounds and in 25-lb. boxes at $6.50 per hundred pounds.

Wire Nails Firm

There is a firm market for wire nails, but prices in the local market hold unchanged at $5.45 base per 100 lbs. for standard steel wire nails and $5.75 base per hundred pounds for cut nails. Manufacturers find it difficult to get quotations on wire rods in the United States markets for anything near the Government established price of $57 per ton.

Skates Have Advanced; Hockey Sticks In Demand

London.

SKATES. — As intimated in these columns last week there was a strong possibility that skates would advance, such advance having been put into effect in this district during the week. Star brand hockey and spring skates have been advanced approximately 15 per cent. through the changing of the discount, these lines now being quoted on the basis of 20 per cent. off list as compared with the former discount of 30 per cent. Following are the list prices on some of the best selling lines of Starr skates, which prices are subject to a discount of 20 per cent.:

Spring, Acme, No. 100, $1.30 per pair; hockey, plain, No. 153, $1.25 per pair; hockey, N.P. Bull Dog, No. 154, $1.65 per pair; hockey, N.P. Climax, No. 173, $2.50 per pair; hockey, N.P. Scotia, No. 176, $3.25 per pair; hockey—N.P. Mic-Mac, $5 per pair; hockey, N.P. Velox, $6.50 per pair; hockey, tube, $6 per pair; hockey, N.P. Ladies' Beaver, No. 157, $2.50; hockey, N.P. Ladies' Beaver, flanged, No. 162, $3 per pair.

Hockey Sticks, Pucks And Skate Screws Moving

London.

HOCKEY STICKS, PUCKS, SCREWS.—Skating accessories are having a good sale at the present time now that the ice is in good shape. Boys' Red hockey sticks are quoted at 85c per dozen; Boys' White hockey sticks are quoted at 85c per dozen; Men's Rock Elm at $2 per dozen; Spalding line hockey stick at $3.75 per dozen and MicMac hockey stick at $4.75 per dozen. Oval head skate screws, ⅜ x 6, are quoted at 25½c per gross, while ⅝ x 6 are quoted at 26¾c per gross. Boys' hockey pucks are quoted at 90c per dozen and men's regulation puck at $1.45 per dozen.

Snow Shovels And Hand Sleighs In Good Sale

London.

SHOVELS, SLEIGHS. — There is a good sale of snow shovels at the present time, induced by the recent storm. Steel snow shovels are quoted on the basis of 12½ per cent. off list, while wood snow shovels, 16 x 20-inch, are quoted at $4.25 per dozen, and 18 x 20-inch at $4.75 per dozen. Galvanized snow shovels 15 x 18-inch are quoted at $7.75 per dozen, while 15 x 21-inch are quoted at $8.50 per dozen. Hand sleighs are also in good sale and are quoted on the basis of 35 per cent. off list. Leather ankle supports are quoted at $2.65 per dozen and perfection steel ankle supports at 75c per pair.

Flashlights Moving Freely

There is an active movement in flashlights and batteries at the present time, the discount on these lines being quoted at 33 1-3 per cent. off list. Automobile headlight conaphores are quoted at a discount of 25 per cent. off list.

Sleigh Bells And Gongs Having Good Sale

London.

BELLS.—Now that good sleighing conditions are here there has been a free movement of collar bells, team bells, shaft gongs and chimes. Following are prices that prevail on some of these lines:

Collar bells on strap—No. 2, $1.30 doz.; No. 3, $1.45 doz. Steel team bells—No. 7, $1.30 doz.; Rough bell metal team bells—No. 2, $3.35 doz.; No. 3, $3.85; No. 4, $5.50; No. 5, $6.50. Swiss team bells—No. 2, $4.60; No. 3, $5.90; No. 4, $7.50; No. 5, $10.75. Shaft gongs—3 bell steel, N.P. No. 7, 45c pair; 4 bell steel, N.P. No. 13, 70c pair; 4 bell brass, N.P. No. 90, $1.35 pair; 4 bell bell metal, N.P. No. 16, $2.35 pair. Swedish chimes—No. 1400 x 4 bell, $2.10 each; No. 1500 x 4 bell, $2.50 each; No. 1700 x 6 bell, $3.35.

Turpentine Down 3c; Linseed Oil Steady

London.

TURPENTINE, LINSEED OIL.—A decline of 6c per gallon was recorded in turpentine during the week, which makes the price of single barrel lots 71c per Imperial gallon and in two to four barrel lots 70c per gallon. In five-gallon lots the price is 78c. The decline was due to an easier situation in the primary market. Linseed oil is having slow sale at present and prices hold steady as follows: 1 to 2 barrels, raw, $1.48 per gallon; boiled, $1.51. Three to five barrels, raw, $1.47; boiled, $1.50. Six to nine barrels, raw, $1.45; boiled, $1.48.

White Lead in Oil Unchanged

Prices were unchanged for white lead in oil. In ton lots pure grade is quoted at $16.20 per 100 lbs. and in less than ton lots, $16.55 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Dec. 13.—The recent drop in the temperature has greatly stimulated business in skates, hockey sticks, etc., and with curling now under way, curling stones and brooms are beginning to move; sorting orders in general hardware lines continues fair with god sales reported on cutlery, silverware and other seasonable lines.

Black And Galvanized Sheets Register Decline

Winnipeg.

SHEETS.—A further drop in the American markets on sheets has likewise affected the Winnipeg markets and prices to-day show a decline varying from 50c to $1.05 per 100 lbs. on galvanized sheets and $1.25 to $2.50 per 100 lbs. on black sheets according to the gauge. To-day's market prices are quoted herewith:

	Per 100 lbs.	
Galvanized Sheets—	Premier	Apollo or Fleur-de-Lis
10¾ oz.	$11 20	$11 20
28 ga.	10 90	10 90
26 ga.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18-20	10 30	10 30
16	10 20	10 20
Black Sheets—		
28 ga.	9 00	....
26 ga.	8 90	....
22-24	8 85	....
18-20	8 80	....
16	8 50	....
14	8 40	....
12	8 50	....
10	8 50	....

Canada Plate Has Been Reduced In Price

Winnipeg.

PLATE.—The recent weakness of the American markets has caused a decided drop in the price of Canada plates which show a reduction of $1.75 per box on half polished and $1.25 per box on full polished. Prices quoted to-day are as follows:

Canada plates, 18 x 21 in.; 18 x 24 in.; 20 x 28 in., half polished, $10.25 box; full polished $11.75 box.

Batteries Advance 2c To 4c Each

Winnipeg.

BATTERIES.—Owing to increased costs of raw materials entering into the manufacture of North Star batteries, another advance has been found unavoidable and new prices show an increase of 2c on No. 6 and 4c on No. 8 making to-day's prices as follows:

No. 6 Batteries of 12 $32.50; boxes of 50, $33.50; lots of 25 to 50, $36; less than 25, $41.

No. 8—Barrels of 50 $84.50; boxes of 25, $86; lots 12-25, $90; less than 12, $100.

Sweat Pads Go Up 40c Per Dozen

Winnipeg.

SWEAT PADS.—The firmness of the cotton market has recently caused advances in many articles of such manufacture, the most recent among these being sweat pads which again show an increase of 40c per doz. and are quoted to-day on the following basis:

Brown and white, No. 162W x 11 in., $6 80 doz., $77.50 gross; 12, $6.95 doz., $79.20 gross.

Red edge, No. 63W x 11 $7.20 doz.; $82.10 gross; 12, $7.35 doz.; $83.80 gross.

Crosscut Saw Handles Up 10%

Winnipeg.

SAW HANDLES. — Cross-cut saw handles which have remained firm for a considerable period show an advance of approximately 10 per cent. over former prices and are quoted to-day at the following prices: No. 2, 40c each; No. 3, 40c pr.; No. 107, 60c pr.; No. 9, 50c pr.; supplementary handles $1.80 doz.

Pipe Cutters Up 5 to 7½ Per Cent.

Winnipeg.

PIPE CUTTERS.—New prices have just been issued by the manufacturers of pipe cutters and show advances ranging from 5 to 7½ per cent., making to-day's prices as quoted:

Barnes, No. 1, $2.70 each; No. 2, $3.60 each; No. 3, $6.00 each.

Extra wheels, No. 1, 16c each; No. 2, 20c each.

Saunders, No. 1, $2.10 each; No. 2, $3.15 each.

Extra wheels, No. 1, 18c each; No. 2, 24c each.

Wrenches Show An Upward Trend

Winnipeg.

WRENCHES.—Owing to the ever increasing cost of production a further advance has been necessary on Perfect handle wrenches and includes both the pipe and nut patterns. To-day's market prices are given herewith:

Perfect handle nut wrenches, No. 615 x 6 in., $13 doz.; 8 in., $15.60 doz.; 10 in., $18.20 doz.; 12 in., $23.40 doz.; 15 in., $31.20 doz.; 18 in., $41.60 doz.

Perfect handle pipe wrenches, No. 643 x 8 in., $1.25 each; 10 in., $1.40 each; 14 in., $1.90 each; 18 in., $2.75 each; 24 in., $4.00 each.

Cotton Products Go Still Higher

Winnipeg.

COTTON PRODUCTS.—Among other lines affected by the firmness of the cotton market is chalk lines, wrapping twine and candlewick sacking, all these commodities showing further increases. To-day's ruling prices are herewith quoted:

Chalk lines, No. 18, $3.60 gross; No. 21, $4 gross; No. 24, $4.50 gross; No. 30, $5 gross. Wrapping twine 3-ply, 57½c lb.; 4-ply, 60c lb. Candlewick packing, 58c lb.

Shaving Brushes Go To Higher Levels

Winnipeg.

SHAVING BRUSHES.—Prices on rubberset shaving brushes which have remained firm for the past six months again show an upward trend with the usual Christmas demand. A few of the more familiar numbers are quoted herewith: No. 402, $3.25 doz.; No. 318, $7.20 doz.; No. 228, $1.40 doz.; No. 221, $7.50 doz.; No. 405, $4 doz.; No. 100, $9.80 doz.; No. 49-1, $6.40 doz.; No. 49-3, $8.25 doz.; No. 50-2, $5 doz.

Turpentine And Linseed Oil Steady

Winnipeg.

TURPENTINE, LINSEED OIL.—The turpentine market shows increased firmness, and despite rumors of further advances still remains as formerly quoted viz. barrels 80c gal.; ½ barrels, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal. plus the usual extras for containers.

Firm markets are reported on linseed oil and while no change in prices is recorded at present, a change would not be surprising owing to transportation difficulties and severe weather together with reports of a smaller yield than expected in the Argentine. To-day's ruling prices are raw, $1.65 gal.; boiled, $1.68 gal.

WEEKLY PAINT DEPARTMENT

Developing Action in Paints

Interior Finishes For Householder, Factory or Office—Motor Boat and Motor Car Owners Good Prospects—Use of Varnish on Autos Beneficial.

THERE is only one way to make your paint department successful and that is to study it from the standpoint of sales every month in the year. It is by no means impossible to keep your goods moving even in zero weather and it is in your own interests that every effort be put forth to keep the dust from accumulating on what should be active winter lines.

The many finishes now being marketed for interior work offer a field of activity which it would be well for all merchants to examine closely. It is possible now to make sales for floor paints, wall paints, varnish stains for use on floors, walls or furniture, varnishes and kalsomines, etc. It is not only to the householder that sales for these lines can be made but to the owners of manufacturing plants, office buildings, store buildings and automobile owners.

Appeal to the Householder

To the householder, whether town or farm, the use of paint should not present such terrible difficulties, either in having the professional painter do the work or in taking care of the job himself. Full directions for use should be given with the various finishes and it will be found by no means difficult for anyone to apply these products. With the scarcity of help now existing, the ease with which the amateur can secure results should be pointed out.

Give Factories and Offices Attention

It takes a great number of the small sales made to householders to result in a big volume of business, however, and it should be the aim of every merchant to encourage the liberal use of paint by factory owners and those owing office buildings. Clean, bright, attractive offices and warehouses add prestige to the owner, and result in better work from the employee. These paints are being fully demonstrated every day and here the merchant can find an outlet for his paint products which will materially increase his sales.

Soliciting the Motorist

During the winter season owners of motor boats and automobiles who store their pleasure craft usually intend painting and varnishing before using again and utilise their spare time in accomplishing this object. Motor boat owners are splendid prospects for paint, for even more than the automobilist do they like to handle this work themselves and in offering suggestions and giving instruction on the uses of the various kinds suited to their purposes the merchant developes a connection which will result in business in other lines as well.

To the motorist who stores his car during the winter, an appeal similar to that used on the motor boat owner should be productive of results. Even those who drive all winter must lay up their cars at some period for refinishing and it should be advisable to keep closely in touch with all motorists so that any contemplated move towards painting could be taken advantage of.

Use of Varnish Economical

A careful study of the question reveals the fact that frequent varnishing preserves the painting and exterior finish of cars and constitutes a measure of economy which should be strongly impressed on car owners. Frequent varnishing is a decided necessity if the best economy in painting is to be had. With the rapid growth of the motor industry, and large increases in automobile owners it might be well for merchants to watch this phase of their paint business carefully.

FOOD CONTROLLER MAY LEGISLATE FOR CO-OPERATIVE DELIVERY

One of the Matters That is Likely to Come Up for Decision in the Near Future

There is every likelihood that the matter of co-operative delivery will be one of the next matters that will be dealt with by the Food Control Department. It is generally felt that here is a place where there is a totally unjustifiable overlapping and consequent increased expense, such as should not exist at the present time. HARDWARE AND METAL is reliably informed that this matter is under consideration and may be expected to occupy the attention of the Food Department officials in the near future. At present it is impossible to say how extensive any legislation on this matter might be, whether it would be restricted to the smaller places, where experience has taught that it is entirely practicable, or whether an effort will be made to introduce some such system all over the country.

This matter will probably be decided in the next week or so.

Canada Paint Winnipeg Convention

Western Salesmen Canada Paint Co. Meet in Winnipeg—Business For Year Reviewed—Outlook Promising.

THE salesmen of the Canada Paint Co. held their Western annual convention recently at Winnipeg at which the Western representatives only were present. The convention extended over a period of four days, opening on Monday and winding up Thursday night.

W. J. Bland, salesmanager of the Canada Paint Co. in the West, took charge of the meeting, reviewing the lines manufactured by the company very thoroughly. In going over the year's business it was announced that a very satisfactory increase had been made over the previous year which would seem to be in accordance with the general increase in business in Western Canada.

The representatives of the Canada Paint Co., this year are going out with a complete line of paints and varnishes, and the salesmen seem to feel that with the advertising which has been prepared, they should carry the C-P proposition in Western Canada through 1918 successfully. The representatives were very enthusiastic and showed the lively Western spirit throughout the whole of the Convention. With the increased possibilities for more and better business in Western Canada increases in the sales of the many lines which the Canada Paint Co. have to offer are expected from the salesmen.

Optimism prevailed throughout the whole of the Convention, which was brought to a close on Thursday evening by an At Home held in the offices and factory of the company. It was stated that this was one of the most successful Conventions ever held by this Company.

Jamieson's

PURE PREPARED

Paints & Varnishes

"Sprucing Up" about the house

This is the season when the busy householder has time and inclination to do a little painting inside the house. So don't keep *Jamieson's Pure Prepared Paints* in the background just because cold weather has set in. Catch your customer's eye with a nice display of interior finishes and you'll keep paint sales moving steadily all winter.

"Jamieson's" will give your customers permanent satisfaction.

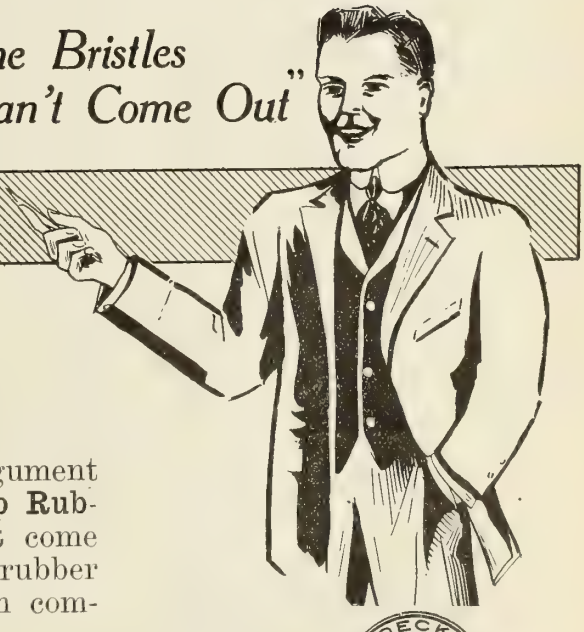
R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

Vancouver Montreal Calgary

ESTABLISHED 1858

"The Bristles Can't Come Out"



BOECKH'S STEEL (RUBBER SET) GRIP BRUSHES

THERE'S a double-barrelled sales argument in that name—"Boeckh's **Steel Grip Rubber Set** Brushes." The "bristles **can't** come out," because they are first set in hard rubber and then bound tightly and firmly with compressed steel Ferrules.

Master Painters, as well as amateur painters, appreciate the "Painting satisfaction" that is assured by "Steel Grip-Rubber-Set."

BOECKH TRADE MARK EST'D 1885 TORONTO

The Boeckh Bros. Company, Ltd.

TORONTO, ONTARIO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 12.—The features of the week in paint markets are confined to a reduced price of three cents per gallon on linseed oil; an advance on shellac, following increased costs for methylated spirits and gums, and a change of terms as affecting the various lines of insecticides. Business is normal for this season of the year, with the prospects for future trade conditions very satisfactory. Some are finding a better enquiry for spring lines than they had a year ago and all seem to be very hopeful of a good start being made for early spring. Shellac is now selling at $4 in barrels, being an advance over the old price of 50c per gallon.

Linseed Oil Is Down Three Cents Gallon

Montreal.

LINSEED OIL.—A weakening of price is recorded in the linseed oil market, representing a decline of 3 cents per gallon. The immediate cause of this lowering tendency is traceable to a decreased price for seed, representing three cents per bushel. In so far as the shipping situation for seed is concerned there is probably a worse condition than has prevailed heretofore. Receipts in Winnipeg have fallen off. The severe weather has prevented the delivery of large quantities of seed, and in some instances the haul has been directly reduced as much as 70%. If shipping be secured soon from South American ports, it will probably relieve the matter of deliveries and Argentine flaxseed may then come forward.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.36-$1.40	$1.38½-$1.43
5 to 9 barrels	1.35- 1.39	1.37½- 1.42
10 to 25 barrels	1.34- 1.38	1.36½- 1.41

Shellac Advanced 50c Per Gallon

Montreal.

SHELLAC. — There is an advance in shellac recorded by jobbers here. This is attributable to the increased costs for the raw materials such as methylated spirits and gums. It amounts to about 50c per gallon all round. Quotations are made at $4 for white in barrels and $4.25 per gallon in jugs. Orange is quoted at $3.75 per gallon in barrels, and at $4 in gallon lots.

Turpentine Unchanged; Southern Shipping Slow

Montreal.

TURPENTINE. — Normal conditions prevail in this market and no changes are reported for the week. In the southern Atlantic centres some fluctuating of price has taken place, a weaker tendency developing from the shipping situation. Dealers here state that they have ample supplies for the immediate future. Present demand is light.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.72-$0.75
1 barrel lots	0.74- 0.75
Small quantities	....- 0.83

Terms Changed On Insecticide Lines

Montreal.

INSECTICIDES.—A matter of interest to hardware dealers who stock various lines of insecticides is that of the changed terms effective this week. Formerly, these were billed on the basis of 2%, net 60 days. Now the terms are 1%, net 15 days. This has been found necessary owing to the fact that jobbers and manufacturers are required to pay spot cash for their needs, and even then often are required to await delivery for several months. This will reflect one of the difficulties confronting manufacturers and jobbers, and it will be seen that they are still shouldering large responsibility in financing. Included under this head are the following: Paris green, calpoiso, arsenate of lead (dry and paste), dry lime sulphur.

Mixed Paint For Spring Promises Well

Montreal.

MIXED PAINT.—Paint grinders are busy making their requirements for spring, and with the steady lot of orders that are being received they will be kept well engaged for some weeks to come. Present orders are limited, but for the most part satisfaction is expressed with conditions. Travellers are doing good work, and the condition at country points is reported as being very good in view of the placing business that is being secured.

White Lead In Oil Bookings Received

Montreal.

WHITE LEAD IN OIL.—Small orders obtain these days for this line and the business of consequence is confined pretty well to the orders coming to hand for later shipment. Many dealers order limited quantities to be sent along with their spring paint shipments. No changes locally are reported and the following prices are being quoted: Five ton lots, per hundred, $15.50; one ton lots, $16 and less quantities per 100 lbs., $16.35.

With Firmness Of Tone Putty May Go Higher

Montreal.

PUTTY.—There is a smaller movement of putty this week. Demand is confined to small compass, there being few large orders. Severity of the weather makes it impossible to carry out any program of outside work, either new or of a repair nature. A very firm tone is evident, and some jobbers express their belief that there may be higher quotations in the immediate future. Prices are: Bulk, in casks, $3.60 per 100 lbs.; drums of 25, 50 or 100 lbs., $4.45 per 100 lbs., and bladders, in barrels, $4.70 per 100 lbs.

TORONTO

TORONTO, Dec. 13.—There was an active movement of glass and putty from this market during the past week by reason of the Halifax catastrophe. It is estimated by one large dealer that in all probability about five carloads of glass were dispatched to the relief of the Eastern city. This will have the effect of reducing stocks of glass still further. Should the prohibition of the manufacture of glass take place in the United States it would mean that the end of existing supplies in Canada would be reached that much sooner. Turpentine was in weaker tone during the weak with declines registered. Owing to the difficult situation in obtaining tinplate it is asserted in reliable quarters that there is a possibility that the supplies of cans will be exhausted within twelve months and that manufacturers will have to resort to other kinds of containers.

Linseed Oil Goes To Lower Levels

Toronto.

LINSEED OIL.—A decline of 3c per gallon was made effective in some quarters on linseed oil during the week, which now makes the low quotation $1.36 per gallon for raw linseed oil, with the higher quotation at $1.48. The flaxseed market gave evidence of a sagging tendency during the week and cash prices declined 5½c per bushel at Winnipeg. Some of the large dealers in linseed oil in this market, however, maintained their quotations during the

"It is the best and most economical White Lead we have ever used!"

The letter below expresses most clearly and convincingly the opinion held by people all over Canada about

Brandram's Genuine B. B. White Lead

The Niagara, St. Catharines & Toronto Railway Company are large buyers of paint for their cars and boats. Each year the Steamer "Dalhousie City" requires to be painted, and over a ton of ordinary white lead was the quantity required to cover her. We persuaded them to try Brandram's Genuine B.B. White Lead this year, and they ordered a ton, thinking, of course, that there was no difference in White Lead.

When the steamer was repainted, over 500 lbs. remained. That is, it took just three-quarters as much Brandram's Genuine B.B. White Lead as it did of ordinary White Lead.

This surely substantiates their claim and ours that Brandram's Genuine B.B. is the best and most economical White Lead

Every merchant should handle this best white lead even if he does not carry B-H Paints.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

THE NIAGARA, ST. CATHARINES & TORONTO RAILWAY CO.
THE NIAGARA, ST CATHARINES & TORONTO NAVIGATION CO., LIMITED
PURCHASING AGENT'S OFFICE

R. WILSON, PURCHASING AGENT

ST. CATHARINES, ONT. October 27, 1917

Mr. W. C. Jackson,
c/o Brandram-Henderson Lt'd.,
Toronto, Ontario.

Dear Sir:-

I am forwarding today, under separate cover, to Mr. Lorriman, the photo of our Steamer Dalhousie City which you were asking about in your letter of Oct. 20th.

This photo is a retouched photo the the G.N.R. have been using for their advertising purposes and I have requested Mr. Lorriman to return this to me when it has served his purpose.

In regard to your B.B. Lead, I cannot say anything better except that it is the best lead we have ever used. It has more covering capacity, doesn't settle in the containers and is the most economical lead we have used.

Yours truly,

R. Wilson

Purchasing Agent.

RW/P

If interested, tear out this page and keep with letters to be answered.

week and expressed the opinion that ultimately there will in all probability be firm and higher prices, especially in the event that Argentine seed does not come into the United States market. A change has been made by oil distributors in less than barrel price, the differential between single barrel lots and less than barrel lots having been advanced 3c, making the basis now 10c per gallon for small lots over the single barrel prices. Cans are charged additional on the basis of 55c for gallon cans, 70c for two-gallon cans, 80c for three gallon cans, 95c for five-gallon cans and $1.25 for ten-gallon cans. The reason for the advance in small lots is attributed to the fact that under winter conditions linseed oil weighs more per gallon than under mild weather conditions.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.36-$1.48	$1.38½-$1.51
3 to 5 bbls.	1.36- 1.47	1.38½- 1.50
6 to 9 bbls.	1.35- 1.45	1.37½- 1.48

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Declines 6c Per Gallon In Week

Toronto.

TURPENTINE.—There was a weakness in the local market for turpentine as indicated last week which has worked out in a decline of 6c per gallon in some quarters from the high quotations of last week. There were further declines in the primary market amounting to 2½c per gallon. The weakness is attributed to the entire absence of space for exporting from the Southern ports, together with the increase in receipts growing out of the rapid marketing of the turpentine secured from the scrape. The weather has been particularly favorable of late for the gathering, distilling and shipping of the scrape. Locally the demand for turpentine is somewhat light.

	Imp. gal.
1 barrel	$0.71-$0.74
2 to 4 barrels	0.70- 0.73
5 gallon lots	0.78- 0.81

Putty And Glass Sent Forward To Halifax

Toronto.

PUTTY, GLASS.—There was an active movement of glass during the week to the stricken city of Halifax. It is estimated that no less than ten to fifteen carloads of glass were hurriedly dispatched to the East, together with considerable supplies of putty. The Mayor of Halifax having indicated that the urgent need was for glass and other building materials no time was lost in seeing that this district contributed a fair share. This need for glass has reduced existing stocks and should it turn out that the United States Government prohibits the manufacture of glass as one of the non-essentials, the time of absolute shortage of glass in the Canadian market will have been shortened considerably by the Halifax disaster. Prices held firm in the local market.

Putty was also in active demand for repairing work at Halifax. Prices held unchanged at those given in current quotations.

May Be No Paint Cans Available In 12 Months

Toronto.

MIXED PAINTS.—One of the leading manufacturers of cans in the Dominion is the authority for the statement that owing to the scarcity of tinplate there is a possibility that within twelve months there will be no paint cans to be had and that the paint manufacturers will have to resort to some other method of putting up their products, either by using containers such as those now used for putty and white lead or some other form. There is strong possibility that the United States will place an embargo on the use of tinplate for anything except for war purposes. Prospects in the Canadian paint trade seem to shape toward a good season next year, as there is anticipation in some quarters that considerable building will have to be undertaken, especially in the cities, to provide for the accretion in population due to industrial activities. Booking orders continue of fairly good volume.

White Lead In Oil In Quiet Market

Toronto.

WHITE LEAD IN OIL.—There was quietness in the market for white lead in oil during the week with no indication that prices are likely to be changed in the immediate future. Demand for white lead in oil is light at the present time except in the instance of paint manufacturers who are now getting ready for their 1918 business. Pure white lead in oil is quoted on the basis of $16.20 per hundred pounds in ton lots and $16.55 in less than ton lots.

Paint And Varnish Remover Advances

Toronto.

PAINT REMOVER.—An advance of 60c per gallon was recorded in the price of Cumoff paint and varnish remover which now makes the selling price $3 per gallon. Other lines of paint and varnish remover hold unchanged at prices given in current quotations.

CANADA FUNDAMENTALLY SOUND

(Continued from page 39.)

both merchants and bankers; we should try to correct this and to shorten terms where possible. The war has done one good thing for us in Canada in that it has given us as citizens of an agricultural country this opportunity to 'clean up.' High prices, while hard on the consumer, have made the farmers rich, and they have given the careful wage-earner more ready money; take advantage of these conditions to get your outstanding accounts paid. I do not think there need be any conflict between merchant and banker in this connection; we are both interested in having the business of the country placed on a sound footing. Any man who has carried on a legitimate business or is doing so now should be able to pay his legitimate debts, and if he is a wise man he will do so. If, on the other hand, he cannot, you had better have that inquest now rather than a year from now.

"There should be co-operation also between us when a mutual customer meets with misfortune. In such a case we should get together and consult—in fact, exchange confidences. However, these cases are always exceptional and should be treated as such.

Man Who Neglects Books

"In my experience the country merchant who neglects his stock neglects his book accounts, and book accounts not collected in season have a strange habit of becoming bad debts.

"I do not know that I have been able to tell you anything new—probably not—for there are singularly few new things in this world, and probably fewer in business than in most lines; but to sum up: (1) In my experience straight, honest dealing pays in the long run. (2) Look after your collections while the collecting is good. (3) Carry no more stock than your business requires, for dead stock means depreciation at all times, and if I am right it will mean serious depreciation in the years that are ahead."

Following the address of Mr. Moffat, President Lamont referred to the excellent work the trade newspapers are doing in Canada, and called on G. D. Davis, editor of HARDWARE AND METAL.

Mr. Davis reviewed briefly the work of the trade newspapers, and pointed out that the trade papers were really pioneers in many branches of the work which is now being carried on by the credit men. He also outlined the increased efficiency found in many retail stores to-day when compared with conditions of a few years ago. There is also a marked improvement in the collection methods of retailers and a general tendency towards doing a cash business wherever possible.

The report of the Improved Mercantile Agency Service Committee was delivered by L. F. Monypenny. A report on the "Special Information Sheet" was dealt with by F. W. Black, Swift Canadian Co., Ltd.

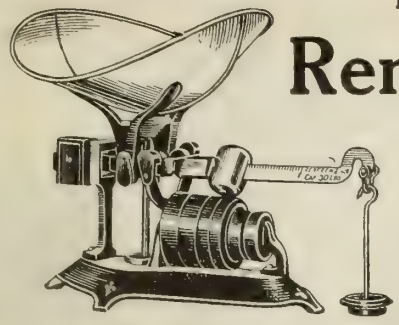
MODERN GARAGE HARDWARE

(Continued from page 53.)

ful consideration of the car owner and if he contemplated building he would quite naturally examine the various sets of garage hardware available. Accompanying this personal letter a circular, furnished by the maker, might be sent and this would be explanatory through illustration.

One large retailer has made it a plan to approach the contractor when he comes into the store for nails, etc., and to enlist his recommendation to the car owner of one of the lines carried by him. This has proven to be excellent.

It is a good plan in the larger centres to keep in close touch also with the architects as they are in a particularly good position to know what is being contemplated in the way of larger and more elaborate garages. It would also be considered essential to use the daily newspaper in enlisting interest.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Standard Tube & Fence Co.

LIMITED

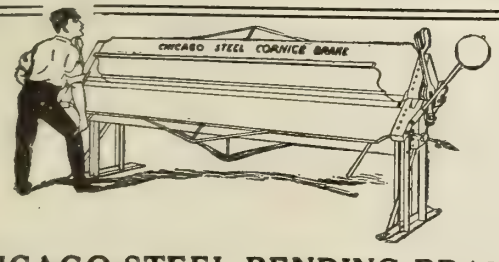
Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes ⅜" to 2", 14 to 20 gauge.

WOODSTOCK **ONTARIO**



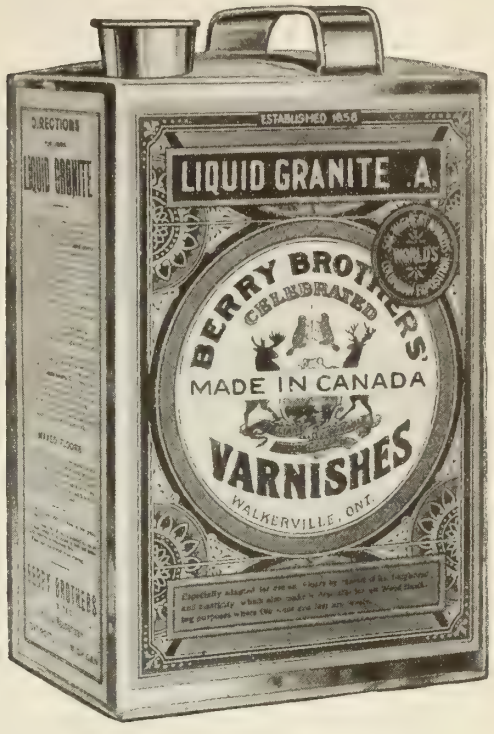
CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.



THE great demand for Berry Brothers' Varnishes and Enamels grows greater as consumers realize their economy. They not only produce the most beautiful interiors, but their lasting quality offsets the high cost of labor.

Most buyers realize that labor is the chief item of expense in finishing operations. Those who do not, will thank you for reminding them, as it costs no more to apply "Berry" Finishes that last for many years than the kind that wears out the first year. The difference in the price per gallon is nominal.

Liquid Granite Floor Varnish, Luxeberry Enamels (White, Ivory and three shades of Gray), Luxeberry Wood Finish and Luxeberry Wall Finishes are a few among the many "Berry" products it pays to push because they make permanent customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

Walkerville, Ont.

(635)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subjject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London, 60%.
Ford's Auger Bits, 30 and 17½%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb.	$3.00
B x 50 lb.	3.60
A x 75 lb.	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in., round	39-40
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Sixe 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ......Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 20
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	46 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	47 00
Braziers' in. sheets, 6x4 base	45 00	46 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ....
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

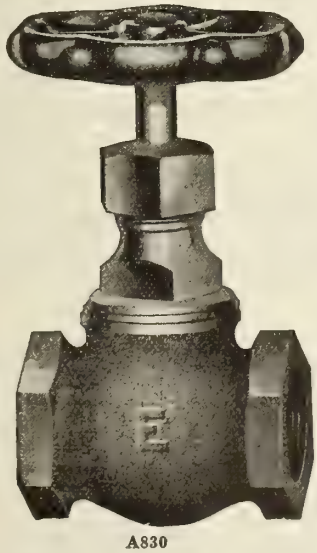
Montreal Hamilton TORONTO Winnipeg Vancouver

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- .....

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton. London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Farmers Are Planning for a Big Crop in 1918

They must make their farm produce the maximum crop, for they are going to get high prices for everything they sell. No field can go uncropped in 1918 simply for the want of a fence. They must buy fence—the fence they should have bought two or three years ago, but which they said they would not buy at the high price. They would wait until the price dropped. But they are not going to—they have their eyes open now. No, we didn't do it. We do not pretend to possess the necessary power to open a farmer's eyes—much less his pocket-book. But the farmer has become educated to the higher prices — mostly from hearing the higher price for what he has to sell rather than the price he has to pay for what he buys. He is going after a big crop for 1918 and must have fencing. It is a necessity, not a luxury. A farm is useless without it.

Are You Prepared

to supply the farmers in your section with their fencing requirements in 1918? They look to you as their local hardware dealer to supply them with fencing. Here's your chance to strengthen your connection with the farmers—your customers. Show mail order houses in the Spring that you realize the importance of fencing to the farmer as well as they do. "Ideal" Fence will satisfy every farmer. You want satisfied customers—repeat orders—more profits. There is only one way for the farmer to buy "Ideal" Fence. That is through the dealer. Prepare now for the big fencing season in the Spring. Write us for the "Ideal" Fencing proposition.

The McGregor Banwell Fence Co., Limited - Walkerville, Ont.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—	1640	$ 0 75
	1848	0 85
	2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)		$21 50
U.S. Navy (unspun)		20 75
Clipper (unspun)		21 50
U.S. Navy, Eng., unspun		20 00
U.S. Navy, Eng. (spun)		21 00
Plumbers (spun)	$8 50	$10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto. Montreal.

SCALES	Scale	Stamping
Champion—	List	extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 7 45
16 gauge	12 05	7 50
18-20 gauge	10 30	7 30
22-24 gauge	10 45	7 35
26 gauge	....	7 40
28 gauge	....	7 50
10¾ ozs.	11 05	....

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia London, Toronto Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

In your preparation for the Christmas rush, don't neglect a stock of

THE RIGHT WAX TO WAX RIGHT

Floors beautifully polished with Ramsay's Wax add cheer to the Christmas home-coming.

A. RAMSAY & SON CO., MONTREAL

TORONTO **Established 1842** **VANCOUVER**

Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

—Per Dozen—	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim....... 30 00
Champion, Jap'd trim...... 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B.B. 36 00
Grand Rapids, Jap'd trim., B.B. 32 00
Parlor Queen, nic'd trim., B.B. 42 00
Princess, nic'd trim., B.B... 37 00
Standard, nic'd trim........ 32 00
Standard, Jap'd trim....... 29 00
Universal, nic'd trim, "Cyco" bear. 34 00
Universal, Jap'd trim., "Cyco" bear. 30 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00
F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Prices net list.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1 .... $2 05
Jump, No. 1 .... 2 65
Hawley & Norton, No. 1.... 3 15
Newhouse, No. 1 .... 4 30
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. ....$
550 ft. ....
600 ft. ....
650 ft. ....

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.........48½-58
4-ply wrapping, lb.........48 -60
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz..............$16 50
No. 1, per doz.............. 14 25
No. 2, per doz.............. 12 00
No. 3, per doz.............. 10 50
F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard... 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz...... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 66
No. 11 .... 6 72
No. 12 .... 6 80

Wire Bale Ties

No. 12 .... $6 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$5.50-$6.20
No. 9 pl. galv. 4.70- 5.90
No. 12 pl. galv. 4.85- 6.00
No. 13 pl. galv. 4.50- 6.15
No. 9 coil sp........... 5.00- 5.90
No. 12 coil sp........... ...- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized..... 6 50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in............ 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

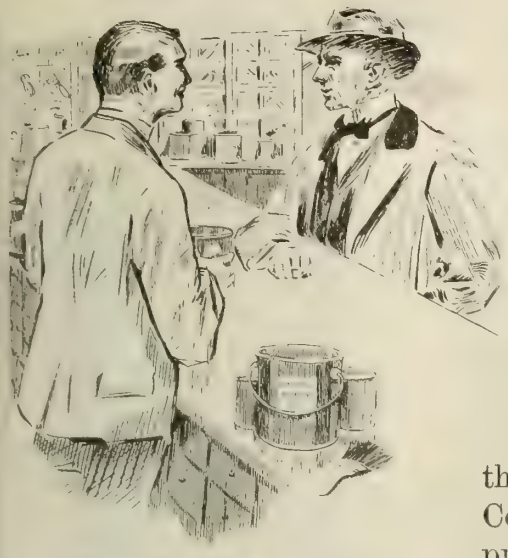
Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

"There's this advantage in painting in the Fall"



Moore's House Colors Give Good Results In any Season.

"The cooler weather means slower drying, and slower drying means a more durable finish."

Here's a strong and reasonable argument with which to combat the prevalent idea that Spring is the only time to get good results from Moore's House Colors. Then, too, the absence of flies and dust is a factor that makes for a more satisfactory job. Moore's House Colors are made from the very best and most lasting pigments combined with Pure Linseed Oil, and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling.

WRITE FOR AGENCY PROPOSITION.

Benjamin Moore & Company, Limited, West Toronto

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg	7 15
Burnt Umber, 100 lbs.	7 15
Raw Sienna, 100-lb. kegs	7 15
Burnt Sienna, 100-lb. kegs	7 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite	6 50
Albagloss	5 50

GLUE Per lb.

Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 20 and 5% on box glass.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums		....
50-lb. drums		....
25-lb. drums		....
1-lb. 100s, papers	....	
½-lb. 200s, papers	..	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

	Standard Less than tons	
PUTTY	**Montreal**	**Toronto**
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 70	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.25 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.35.

Pure Orange, gal., $3.75-$4.10.

Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white. 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
Jamieson's Copaline	2 75
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London

WOOD ALCOHOL Per gal.

In five gallons	$1.80
In barrels	1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL'S MOTOR CAR VARNISHES

Ensure Absolute Satisfaction

WE have devoted much time and particular care to the production of a perfect line of automobile varnishes.

This line is complete from the primer to the final finishing coat and if you stock and sell this line you ensure getting the very best obtainable for your customers.

Write for Special Booklet on Automobile Varnishes.

The Dougall Varnish Co., Ltd.
MONTREAL

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2 plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅜ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

The Best Share For Every Plow

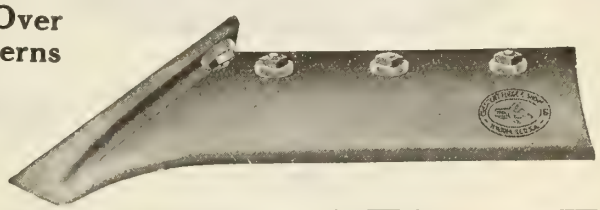
CRESCENT FORGE & SHOVEL CO. TRUE TRADE FIT MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

HOYT METALS

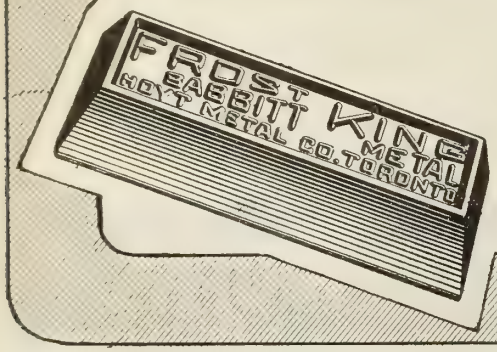
MEMO

December 15th

for your Babbitt Metal file

HOYT FROST KING BABBIT is no experiment. This metal is the result of experience in alloying for over forty years. In placing this metal on the market we are positive we are giving the trade the most efficient and durable babbitt for all round engine and machine work that can be manufactured. We have never had a complaint as to its quality, and have had many letters stating emphatically the superiority of this metal over other babbitts that have been used in the past.

The Hoyt Metal Company believes you will serve your best interests by giving this alloy a trial.



Write for our price list.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.

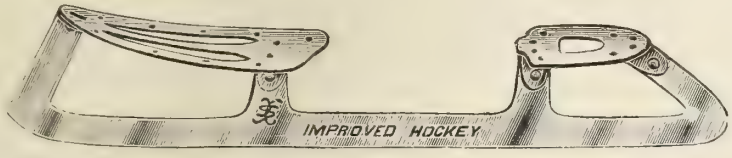
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

If interested, tear out this page and keep with letters to be answered.

Make the Gift Season Return Its Full Profit

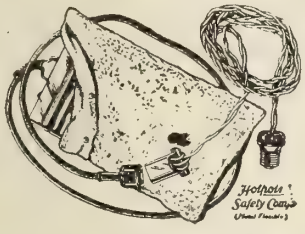
Use our complete stock to keep Gift selling humming right along until the season ends. Sort up on our good selling lines of Skates, Hockey Sticks, Snow Shoes, Moccasins, Skis, Toboggans and Cycle Cars (three sizes). Don't let your stock run too low. We will ship immediately.

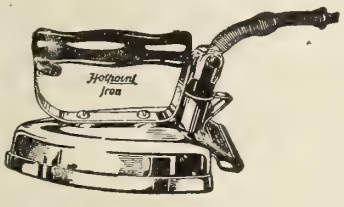


We have a fine assortment of carvers in cases especially suitable for gifts; a full line of the justly celebrated Rogers 1847 Table Cutlery; and a complete stock of Oneida Community Plated Ware. Order quickly.

Hotpoint GOODS

We show here a few articles which may suggest to you weaknesses in your stock. All these articles appeal strongly as gifts and plenty of opportunities for sales will be presented before the year ends.





You can't sell what you haven't got. Make your stock complete before it be too late.

We can ship quickly all manner of Electrical Devices, including a varied assortment of Eveready novelties. Fountain Pen Lights, Candles, Pistol Lights, Cap and Lapel Lights, House and Hand Lamps—all particularly active Christmas articles.

RICE LEWIS & SON, LIMITED

TORONTO

If interested, tear out this page and keep with letters to be answered.

Ontario or Quebec?

Victory Loan money—the $415,000,000—which Province will get most of it? It involves the question of labor. Some say that Quebec will benefit most. THE POST for last week the answer.

Priority Board for Ontario

THE embargo which the United States has put on certain raw materials is hurting Canadian industry in several ways. The feeling is growing that Canada should have a Priority Board which will work in conjunction with a similar board at Washington to assure Canada sufficient supply of needed raw materials to enable Canada to continue certain industries without let or hindrance. The Canadian Manufacturers' Association had a meeting this week to enquire into the whole matter. Read about the proposed solution of a serious difficulty in this week's issue of THE FINANCIAL POST (out to-day).

Saving Billions for Uncle Sam

ONE thousand or so big business men of the United States have volunteered to serve the United States Government, without pay, to help the Government get goods at rock-bottom prices and to organize industry at this time of pressure and crisis. Read in this week's POST this second article of a series by FINANCIAL POST Editor, who went to Washington to get his material and facts first-hand.

$30,000,000 Per Month

IT is authoritatively announced that Canada will receive British munitions orders every month throughout 1918 to the tune of at least $30,000,000—this in addition to what similar business we are getting and to get from the United States. This spells continued industrial and commercial prosperity for Canada. Read about it in this week's POST.

Securities News—Every man owning Canadian securities needs to know just how the market stands with reference to the securities he holds or may think of buying or selling. In THE POST, for 6 cents a week, he can get the very best and latest news about every listed Canadian security, and a rare amount and quality of authoritative and well-informed information. THE POST is invaluable to investors. Also, it is readable in the extreme.

Subscription price is $3 per year. It is published every Saturday.

FINANCIAL POST OF CANADA

143-153 University Ave., Toronto

FOR CONVENIENCE IN ORDERING THE FOLLOWING FORM MAY BE USED:

The MacLean Publishing Co., Ltd.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST regularly, for which I will remit the annual subscription price of $3 on receipt of bill.

NAME .....

ADDRESS .....

H.M.

BRIGHT OUTLOOK FOR 1918

THERE *never was a time in the history of the Canadian Hardware Trade when wholesalers and retailers were more interested in motor accessories than at the present time.*

Many splendid new motor accessory departments have been opened in Canadian hardware stores during 1917.

The outlook for 1918 *is even more promising. Information at hand indicates that many firms who have not heretofore gone into the motor accessory business contemplate entering the field in a big way in* 1918.

The buyer of one of the oldest and best established hardware stores in a Canadian city of 20,000 *population told a* HARDWARE AND METAL *editor a few days ago that although up to the present they have held aloof from going after the motor accessory business in a big way, they are planning for a new department for* 1918.

Still another large wholesale and retail hardware firm is now preparing a catalog (the first one) of motor accessories and is planning for big business in 1918.

Another of the largest and best known Canadian wholesale hardware firms realizing the growing demand from retailers for motor accessories, is planning to greatly extend its motor accessory department during 1918, *and last week added to its stock another entirely new line of accessories.*

The foregoing are only three of many firms in Canada contemplating going into the motor accessory business in a big way during 1918.

Fairbanks-Morse

AUTOMOBILE ACCESSORIES

Make Winter Business Profitable

Fairbanks-Morse Auto Accessories make satisfied customers. They bring repeat orders. Quick turnover gives excellent dealer profits. Our Dominion wide warehousing facilities back up the dealer with prompt deliveries. Insure your success by Fairbanks-Morse service.

Get your name on our mailing list for a copy of our 1918 Catalogue.

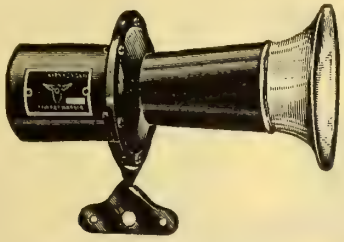
THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

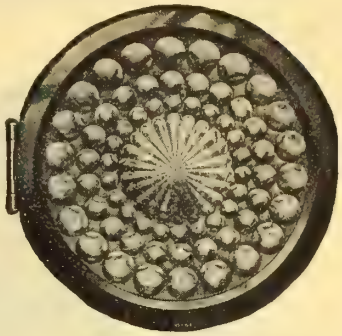
St. John Quebec Montreal Ottawa Toronto Hamilton Windsor
Winnipeg Saskatoon Calgary Vancouver Victoria

If interested, tear out this page and keep with letters to be answered.

"Victor" Spotlight.



"Stewart" Warning Signal.



"Warner Lenz" Headlight.

"Kopper King" Spark Plug.

Electric Auto Accessories

These illustrations will serve to indicate a few of the many lines of Auto Accessories offered to the trade.

Large stocks of these and other Auto Accessories carried at all Branch Warehouses.

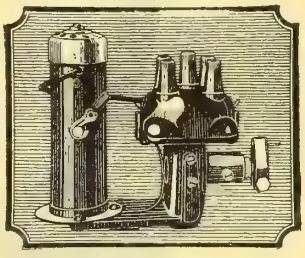
"Goliath" Spark Plug.

Canadian General Electric Co.

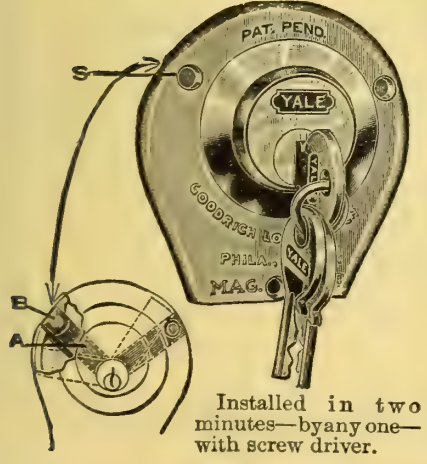
Limited

Head Office, TORONTO, CAN.

Sales Offices:—Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.



"Atwater-Kent" Magneto.

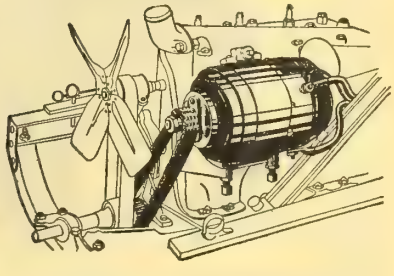


Installed in two minutes—by any one—with screw driver.

Goodrich Lockswitch for Ford Cars.

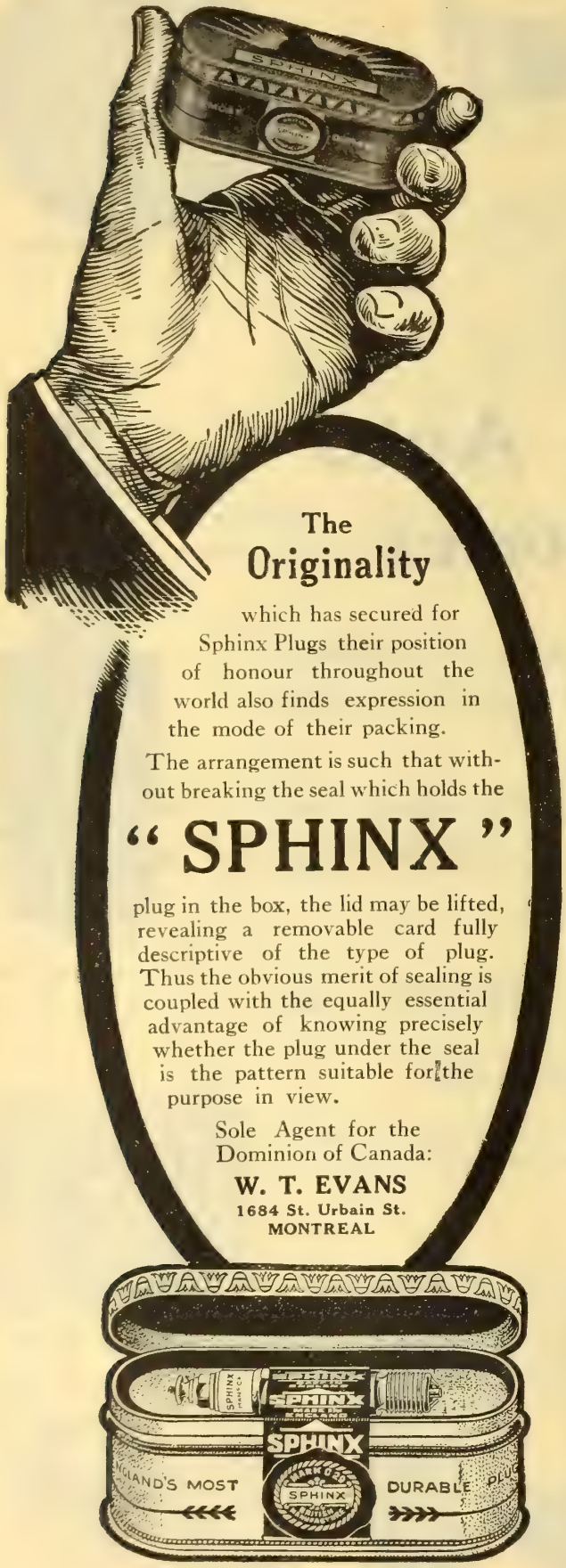
K.W.—Ford Coil Unit.

Engine and Radiator Heater.



"Genemotor"—Starter for Ford Cars.

If interested, tear out this page and keep with letters to be answered.



WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

If interested, tear out this page and keep with letters to be answered.

A
Winter Seller
that retails at
35c.

A
Good Profit
for Hardware Dealers
at
35c.

BRIDGE IGNITION TROUBLES

It's the span of a bridge that usually gives way first. Rarely the abutments fail. Just so with the ignition system. The heretofore overlooked link between the source of energy and the plug—the plug connection—generally causes ignition troubles. The

HANDY TERMINAL

Grips Like a Vise

Eliminates this last source of trouble. Every iota of power reaches the plug. Instead of working loose, vibration and jar make the jaws of the HANDY set firmer. Particles of foreign matter cannot work between the jaws. The electrical contact cannot be broken. The vise-like action insures permanency.

The jaws of the HANDY are threaded on the inside. These threads engage the threaded center bolt of the plug. Pulling up on the ring with the first and second fingers (see illustration) compresses the spring—the jaws release their hold. Reversing the action, clamps the jaws again. No nuts to tighten or loosen—nor fish out of the drip pan. No tools required.

The magneto cable is fastened by a ferrule and gripped permanently. The stripped wire is held by a copper clip. The unsoldered connection can't work loose.

The HANDY is the last word in convenience. There are three sizes to fit every make of plug. You can supply them for any service.

The HANDY TERMINAL has no competition. It is an absolute field of its own. Every motorist is a prospect for a complete set, because they are essential to trouble-proof ignition.

And the HANDY is a big winter seller, too. Write us if your jobber isn't stocked. Our promptness depends upon yours.

Made by the Manufacturers of

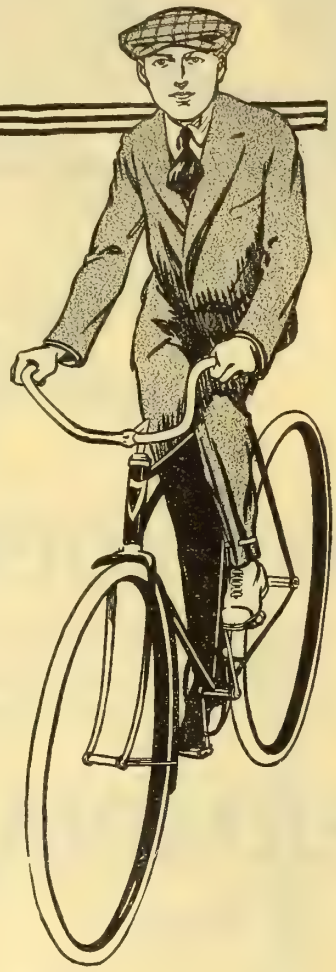
HANDY PRODUCTS

THE FRANCIS-RAND CO., 410 Erie Bldg., Cleveland, U.S.A.

If interested, tear out this page and keep with letters to be answered.

Order Bicycles NOW

For 1918



We are better off on materials than most manufacturers.

Iver Johnson Arms & Cycle Works are running night and day to keep pace with orders. Dealers who are looking ahead to realize a nice profit on bicycles in the Spring of 1918 are booking their orders right now.

Delay is risky business in these strenuous times. Send your order for bicycles as quickly as you can and save disappointing your customers. Orders will be filled in rotation in the order of their receipt.

Shall we send you a copy of the new 1918 Bicycle Book as soon as it is off the press?

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River St., Fitchburg, Mass. 99 Chambers St., New York
717 Market St., San Francisco

IVER JOHNSON BICYCLES

Sales Getters Now And All Winter

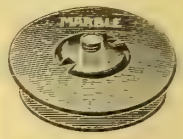
MARBLE'S Sportsmen's Specialties are famed the world over as the best human ingenuity can produce and money can buy. That's why sales on these show steady increase every year. The experienced sportsman sticks to Marble's Specialties because he KNOWS there are no better made—and he advises the newcomers in the outdoor sports to follow his lead. And there's our national advertising—that, too, is a year-'round sales maker. If you aren't a Marble dealer, send TO-DAY for Catalog No. 18 and Dealer's Proposition. If you are a Marble dealer, send for Marble's Dealer Helps and boost your sales.

The few items shown here are all-winter sellers—more of them shown in our catalog. They're also great Xmas sales boosters. Prices here are list—you get worth-while discounts.

For Soldiers and Sportsmen Everywhere

Thousands of the U.S. and Allied soldiers have put their faith in Marble's Waterproof Matchbox and Marble's Handy Compass, just as countless thousands of sportsmen have done before them.

Match-box, 50c.
Compass, $1.00, $1.50.



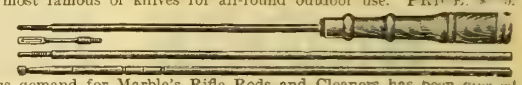
Marble's Ezy-Quick Repairers

They mend instantly and permanently, punctures in boats, boots, shoes—anything of rubber, leather and canvas. Positively leak-proof. 3 SIZES AT 10c. 15c. 30c. Ask about self-selling card of EZY-QUICK Repairers.

Marble's Hunting Knives

The world's "best sellers" in hunting knives. Several styles—a knife to meet every outdoor man's demand. Priced $1.25 to $4.00. Knife shown is the "IDEAL"—the most famous of knives for all-round outdoor use. PRICE, $2.25.

Marble's Rifle Rods and Cleaners



A tremendous demand for Marble's Rifle Rods and Cleaners has been created since war was declared. They're big sellers everywhere. Rod shown is the famous MARBLE'S JOINTED RIFLE ROD, at $1.00. Cleaners and Field Cleaners at 50c to $1.00. Send for Rod and Cleaner circular to-day SURE—there's big sales on these gun "tools" NOW.

MARBLE ARMS & MANUFACTURING CO.
5350 Delta Ave., Gladstone, Mich.

FIRE PROOF

BOWSER ESTABLISHED 1885

PAINT OIL STORAGE SYSTEMS

Are you satisfied with your present method of storing and handling paint oils? Is it safe? If not, you can make it so, by installing the Bowser Paint Oil Storage System.

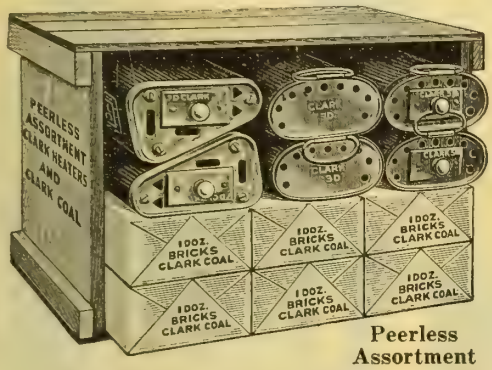
Bowser Systems not only remove the danger of fire, but place the handling of paint oils on a clean, profitable and systematic basis.

Write for interesting literature. No obligation.

S. F. Bowser & Co., Inc., Toronto, Ont.
SALES OFFICES IN ALL CENTRES.
REPRESENTATIVES EVERYWHERE.

If interested, tear out this page and keep with letters to be answered.

Clark HEATERS



Peerless Assortment

Big Hit Assortment

Junior Assortment No. 2

Junior Assortment No. 1

The Heaters that the Majority of People Prefer to Buy

More *Clark Heaters* are made and sold each year than all other heaters combined. This is sound and sufficient reason why you should "bank" your heater sales on *Clark* products. It positively indicates *greater sales* and *bigger profits* for you.

Clark Heaters are handsome and durable. They fit snugly in at the feet in carriage, wagon, sleigh or automobile. They give a comfortable, easy rest for the feet and the heat chamber is constructed to radiate warmth upward and outward, just where it is needed. **No flame, odor or smoke. Neither is it dangerous or injurious to robes, clothing or anything else.**

Clark Carbon Bricks

A scientifically prepared carbon, densely compressed into bricks and yielding a much higher percentage of heat than any other heater fuel—it is undoubtedly the world's best. One brick in a **Clark Heater** will furnish a strong and steady heat 12 to 16 hours. Yields at least 25 per cent. more heat than any other brick of the same size on the market.

Clark Bricklets

This is a convenient and economical size which does away with the necessity of breaking a large brick when only a moderate heat is required from six to eight hours.

Order now and get in on the big sale that comes with the first of the winter weather. Send for New Clark Heater Assortment. Just right to start sales with. Includes attractive show cards, signs and printed matter with each assortment. See your jobber now.

Chicago Flexible Shaft Co.

La Salle and Ontario Streets, CHICAGO, U.S.A.

See Your Jobber

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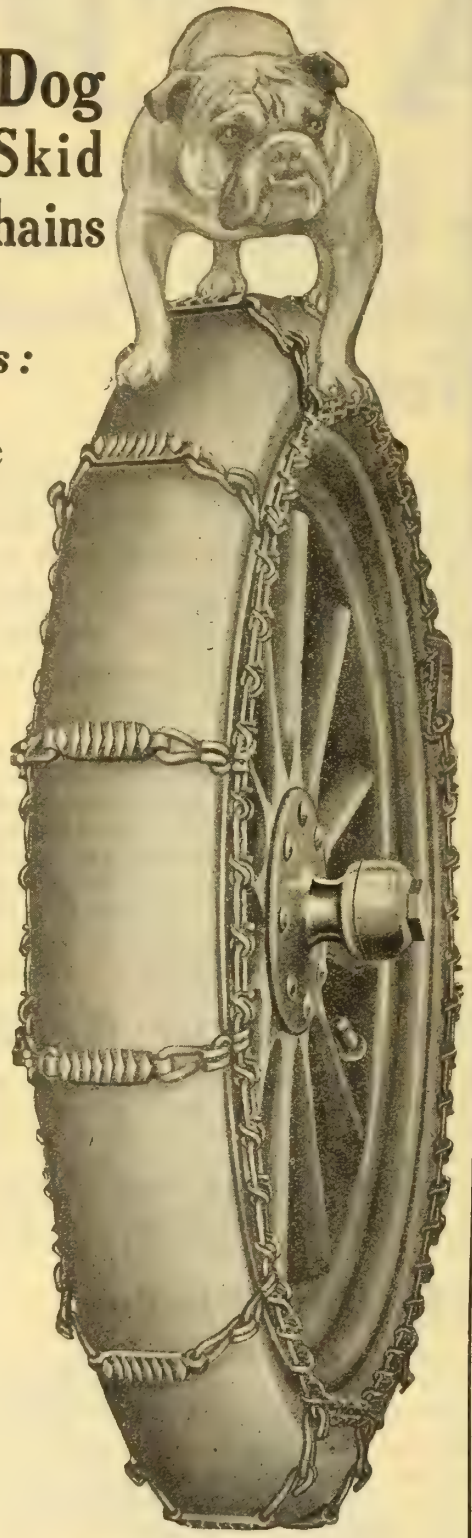
Bull Dog Anti-Skid Tire Chains



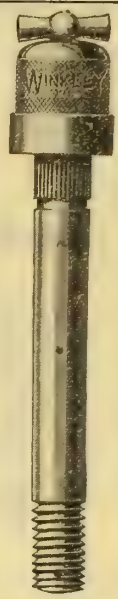
Dealers:

Include these chains in your Xmas stock.

Someone is sure to want a set to give at this time.

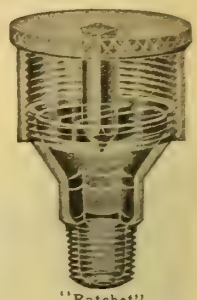
Reeder-Weeks Mfg. Co., Ltd.
39 Wentworth Street North Hamilton

Canadian Distributors:
Wilkinson & Kompass, Hamilton; J. H. Hanson Co., Montreal;
Geo. W. Griffiths & Co., Winnipeg;
United Rubber Mfg. & Reclaiming Co., Toronto.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"


"Ratchet"

"Plain"

"D"

"N"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

E. I. du Pont de Nemours & Co.
WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

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North Star Multiple Ignition Batteries

This is a new "North Star" production that will be eagerly greeted by owners of motor boats, auto, gasoline engines, etc. Anywhere a unit battery is desirable one of these "Multiples" will successfully accomplish the work. They give the necessary voltage in the most easily handled form, no connections to work loose; won't short circuit; thoroughly waterproofed.

Made up as follows:—

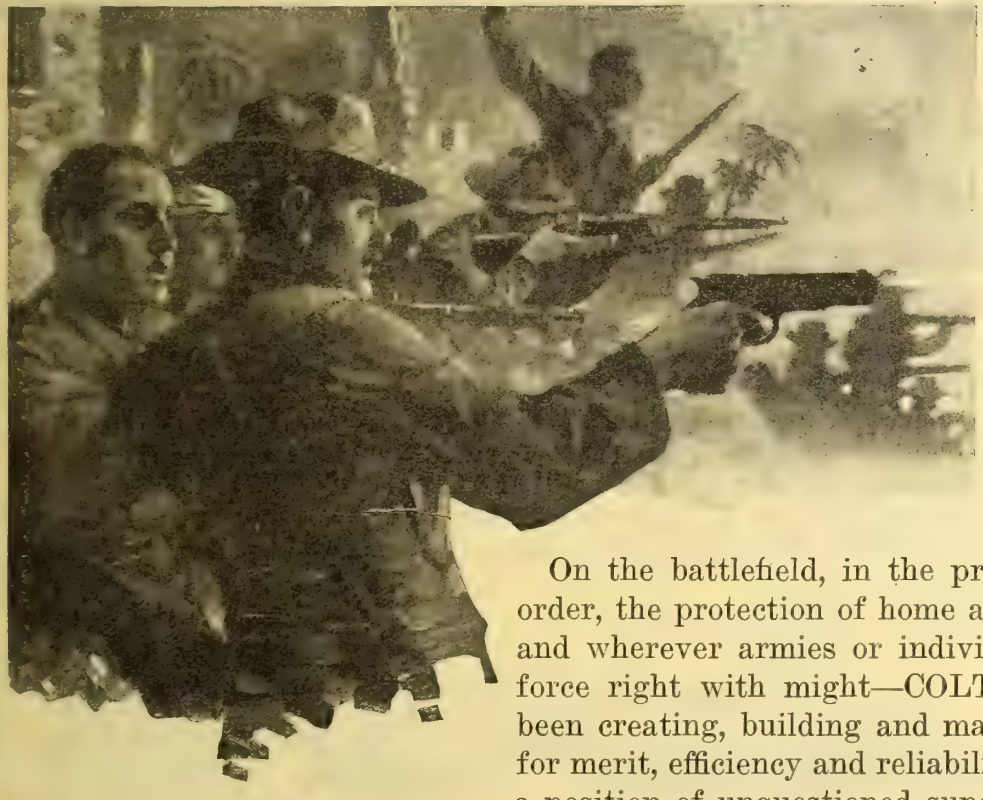
No. 146,	1 row of 4 6-inch cells,	6 volts
No. 156,	1 row of 5 6-inch cells,	7½ volts
No. 166,	1 row of 6 6-inch cells,	9 volts
No. 246,	2 rows of 4 6-inch cells,	6 volts
No. 256,	2 rows of 5 6-inch cells,	7½ volts
No. 266,	2 rows of 6 6-inch cells,	9 volts
No. 15,	Multiple, 15 6-inch cells,	7½ volts

Ask your jobber for "North Star Multiples."

Canada Dry Cells, Limited

Winnipeg

Built for Heavy Service



COLT Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

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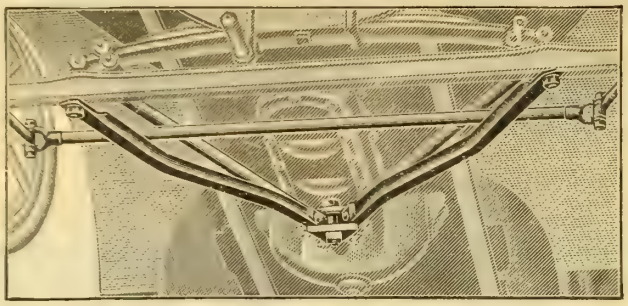
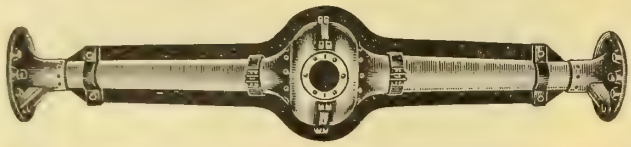




Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

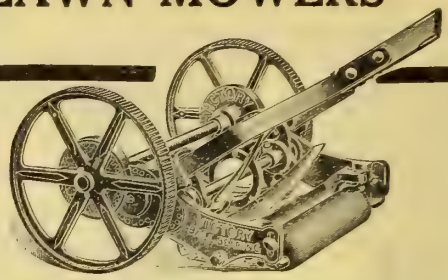
Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

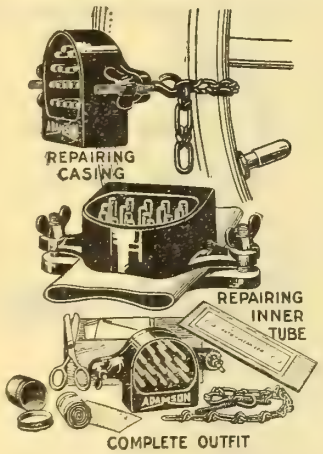
No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE **NEW JERSEY**



COMPLETE OUTFIT

For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

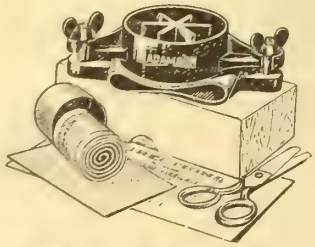
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada

Adamson Repair Gum.

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ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

WINTER BUSINESS—Cold Weather Made Profitable

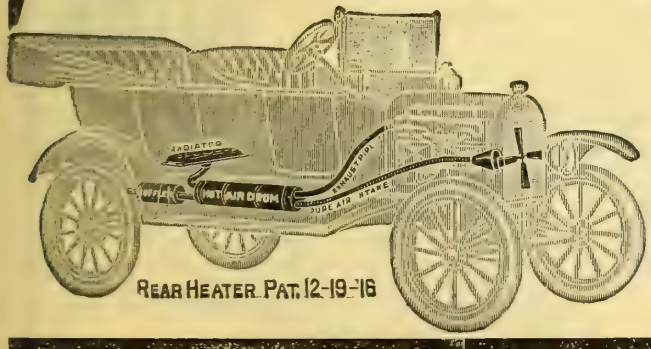
Presto

Automobile Pure Air Heating System For Ford Cars

Here is the one real hot air heating system for Ford cars, one of the fastest moving accessories in the "live" Presto line. The principle is the same as the furnace. Heats the car and insures perfect ease and comfort in winter driving.

Turn cold weather into cash profits with the Presto line. Write immediately for complete catalog of over 100 Blue Ribbon sellers.

Price Front Heater - - $6.65 in Canada
Price Rear Heater - - 8.65 in Canada



Metal Specialties Mfg. Co.

338-352 N. Kedzie Ave., Chicago, Ill.

EASTERN BRANCH
16-24 W. 61st St., NEW YORK

WESTERN BRANCH
149 New Montgomery Street
SAN FRANCISCO, CAL.

If interested, tear out this page and keep with letters to be answered.

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

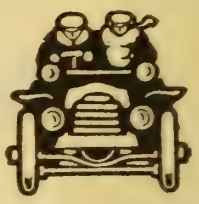
Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.



Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

FORD LIGHTING SYSTEM

Bright Lights At All Speeds

On the market two years, and the biggest seller in its line.

CANADIAN PRICE LIST

Regulator complete for installation, with diagram for wiring tail light.....$7.50
Dimmer with spot light instruction.....$1.50

For sale by most jobbers. Dealers, these electrical devices, guaranteed to give satisfaction or money refunded, are what your customers have long been looking for. Write for illustrated booklet and price list.

Aske Automatic Voltage Regulator Co.

Main Office, Duluth, Minn. | Sole Manufacturers | Factory Chicago, Ill.

NORTHLAND SKI

PRONOUNCED "SHEE"

FAMOUS FOR PERFECTION IN DESIGN, MATERIAL AND FINISH

Used in making World's Record Jump of 203 ft. by Mr. Henry Hall.

Ideal for Christmas Presents. Don't delay your order. Write for our new catalog to-day, telling all about Northland Skis, Toboggans and Snow Shoes.

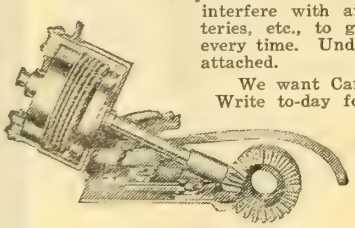
Northland Ski Mfg. Co.
Midway, St. Paul, Minn.

The Only Mechanical Starter that Spins the Motor

The Bear Starter for Ford cars is the most simple and effective starting device yet conceived, and the only mechanical starter that spins the motor with any degree of speed.

Here is a device that you can sell to practically every Ford owner. No trouble to install, doesn't interfere with any other part, no wires, batteries, etc., to get out of order, a sure start every time. Under the hood and crank remains attached.

We want Canadian distributors and agents. Write to-day for our good proposition.



The Bear Mfg. Co.
Rock Island, Illinois, U.S.A.

Electric Row Boat Motor

Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.

Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-60 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. **Agents wanted. Write for prices and catalog P.**

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

Kindly Mention this Paper when Writing to Advertisers.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

Write for Prices to J. E. BEAUCHAMP & CO., Montreal

Agents: P. A. C. McIntyre & Co., Winnipeg; T. A. Corley & Son, Winnipeg; H. C. Brennan Co., Ottawa; J. M. Paquin, Montreal; Landry & Simard, Quebec.

Acme Barbed Box, Crate and Bung Straps have been on the market for over 30 years, the Acme Co. being the originators and first manufacturers.

For strengthening new boxes and crates and repairing broken packages they are indispensable and will save the user time and money.

Made in 15 styles and sizes, and can be furnished in special sizes to order.

Ideas that sold the goods

No. 9 of a Series of Prize Stories by Men Behind the Counter

It isn't often that a salesman knows his customer as well as Mr. F. C. Nolting, of No. 13 North State Street, Elgin, Ill., knew "Charlie." But had his customer been a stranger, Mr. Nolting's story would be no less interesting, because of the way in which he carried his customer from one reason to another, finally clinching his argument with a demonstration of the effectiveness of the light given by this portable electric lamp.

"There's something you ought to have, Charlie," I said, as my customer picked up an Eveready DAYLO which I had purposely left on the show case to attract attention.

"Why should I buy one of these things?" he asked. "They're pretty enough but I haven't any use for one."

I answered him by saying that an Eveready would come in mighty handy, for instance, when he put the horse in the barn at night.

"I wouldn't use an Eveready for that," he said, "for I have electric lights in my barn and besides I have an automobile now, not a horse."

"Well," said I, "if you have an automobile it's all the more reason you should have an Eveready. Suppose you had to change a tire out in a country road some night, or locate engine trouble—one of these tubular Evereadys would certainly come in handy."

"Yes," said Charlie, "but that doesn't happen often."

I replied by asking him if he remembered the time that he dropped a silver dollar one night on the walk in front of his house and how it rolled off into the grass—how he spent fifteen minutes looking for it and burned his fingers with matches in the futile attempt—and how I happened along with an Eveready and located it in less than a minute.

"But that doesn't happen often either," Charlie again replied. "Maybe once in a lifetime."

"But," said I, "do you remember the night your wife slipped in the muddy walk and almost ruined her new dress—do you remember how she fell over the mat that someone left at the top of your cellar stairs? And how many times does she have to go down into the cellar at the risk of missing her step or falling over something?"

I had only to remind him of the time he almost set his house afire one night looking for the snow shovel under the back porch to convince him of the usefulness of Eveready DAYLO.

"But does that lamp give much light," he said.

I took him back of the store into a dark bin and flashed the light all around, at the same time talking Eveready quality and service to him and telling him why the Eveready was always dependable.

"Oh! don't talk so much," said he, "wrap it up." I did, and the sale was made.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, Limited
TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

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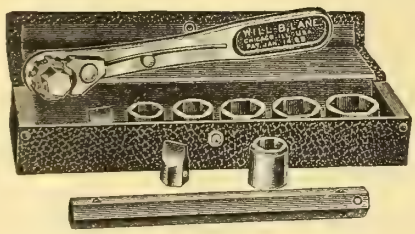
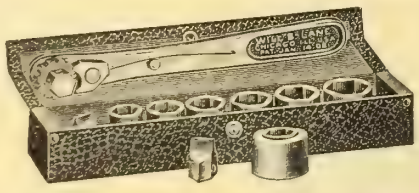


FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Montreal - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago, Ill.

Wanted

SITUATIONS VACANT

FIRST-CLASS HARDWARE MAN—ACCOUNT our location applicant must be able to speak German. Good wages for good man. Box 507, Hardware and Metal.

SITUATIONS WANTED

HARDWARE TRAVELLER IS OPEN FOR AN engagement, having several years' experience in the line, with first-class references, or would like to take up agencies for the City of Montreal and Province of Quebec. Box 508, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD town in South Ontario; been established 40 years and a money maker; stock, $9,000, but can be reduced. Owner retiring; move quick if you want a good business. Apply, Box 505 Hardware & Metal.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

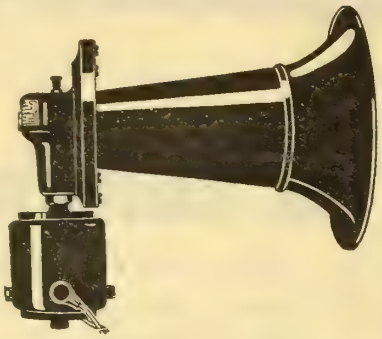
Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal

Want Ad Department

THE SOUND of KLAXON is the SOUND of BIGGER PROFITS



Type "L" Klaxon

KLAXON Horns are a money-making business-building line for hardware dealers to handle.

KLAXONS are the most thoroughly reliable and widely known warning signals on the market to-day. You don't have to argue a prospect into buying a KLAXON. Simply show him the style he needs and the sale is made.

Now is the time when automobile owners will be fixing up their cars for the coming season and if you carry the right line of automobile supplies, you stand the best chance of getting the most business in your district.

There is a KLAXON for every kind and size of automobile—for trucks, motorboats and motorcycles.

The KLAXON Type "L" is used on high power cars where electric current is available. It has the advantage of getting the signal ahead and away from the driver.

The HAND KLAXON is in big demand for smaller cars that have no batteries or electric lighting systems.

Hand Klaxon

At each of our distributing houses, we carry a complete line of accessories and supplies for Automobiles, Motorboats, Motorcycles. This line includes:

KLAXONS

Automobile Cable
Tire Chains
Bumpers
Ford Harness Sets
Spark Plug Wires
Standard Speedometers

Hand and Electric Tire Pumps
Automobile Jacks
Conophore Lens
Boyce Moto-Meter

Head, Side & Tail Lamps
Electric, Gasoline and Steam Vulcanizers
Jewell Battery Gauge
Lite-a-Ford
Mossberg Tools and Sets

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

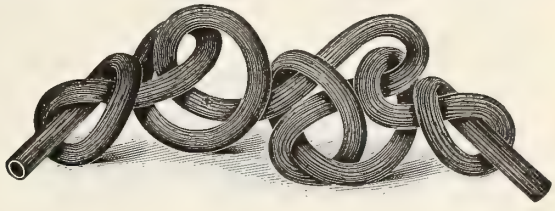
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

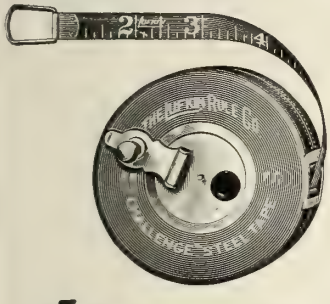
The Garden Hose That Doesn't Kink

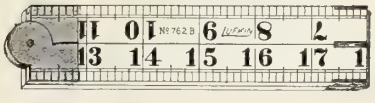


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

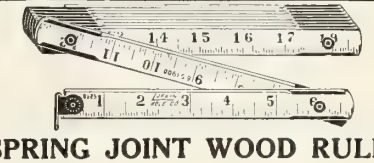
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

"'War Weddings'—hum! Helen's to marry Captain Hunter, I see, and—Hello! Barbara!"

"Yes?"

"Your Aunt Kate has surrendered to the Old Commodore. Good work! Must do the usual, I suppose. Spoons for the spooners, eh? Got your gifts slated?"

"Solid silver for Aunt Kate, of course! She'd be shocked at anything else, but then she's always shocked at anything modern."

"Hardly have that trouble with Helen; she's as modern as a torpedo destroyer."

"Exactly! So it's a COMMUNITY chest for Helen. She adores the ADAM pattern, and besides—"

"Yes?"

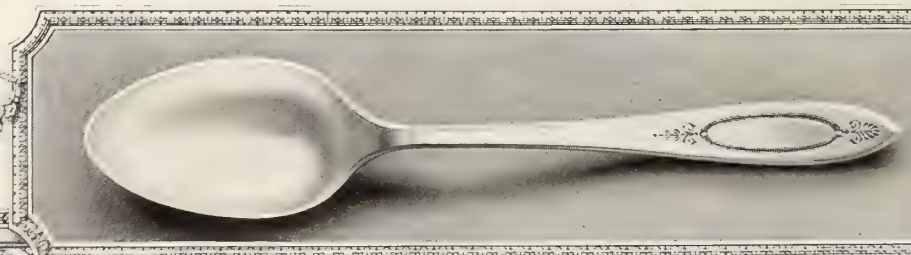
"COMMUNITY is so very much the vogue."

The Vogue of COMMUNITY PLATE

A chest containing a complete outfit of COMMUNITY PLATE *for the table can be bought at prices ranging from* $50 *to* $300 *Or in individual sets; for instance, teaspoons* $6 *the dozen.*

Oneida Community, Limited, Niagara Falls, Ont.

A Few Distinguished Patrons of COMMUNITY PLATE: *Duchess of Rutland, Countess Cadogan, Mrs. Reginald Vanderbilt, Mrs. Honoré Palmer, Lady Randolph Churchill, Mrs. F. C. Havemeyer, Mrs. O. H. P. Belmont, Duchess of Marlborough.*



ONEIDA COMMUNITY, LTD., NIAGARA FALLS, ONT.

BRANCH OFFICES

NEW YORK, 15 Maiden Lane CHICAGO, 10 S. Wabash Ave. ST. LOUIS, 1621 Boatmen's Bank Bldg. BOSTON, 59 Temple Place
SAN FRANCISCO, 150 Post St. PHILADELPHIA, 616 Real Estate Trust Bldg. ATLANTA, 1320 Healey Bldg.

HARDWARE AND METAL

Vol. XXIX
No. 51

PUBLISHED EVERY SATURDAY SINCE 1888

December 22
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Wishing all of our friends appropriate Christmas Greetings and good wishes to all for the New Year.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet and Tin Plate Company

"Over the Top"

Right down in the front trenches of metal working, in the no-man's land of production

Starrett Hack Saws

are doing their bit. The sharp, hardened tungsten steel teeth cut their way through rod or sheet, steel or copper as a machine gun cuts its way through opposing infantry.

While the excellence of Starrett blades has long been an accepted fact, never before have they been accorded the confidence they enjoy to-day. The rush and bustle attendant upon forced production have created a demand for a hack saw blade that will "stand up"—cut quicker and last longer.

Because we have made careful and thorough tests we are able to tell you just which numbered blade is best suited for each class of work. The result of these important tests, together with the unexcelled quality of Starrett Hack Saws have placed our blades in the first rank of industrial preparation.

What blade to use is indicated on page 208 of our Catalog No. 21MA. Send for your copy.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-749

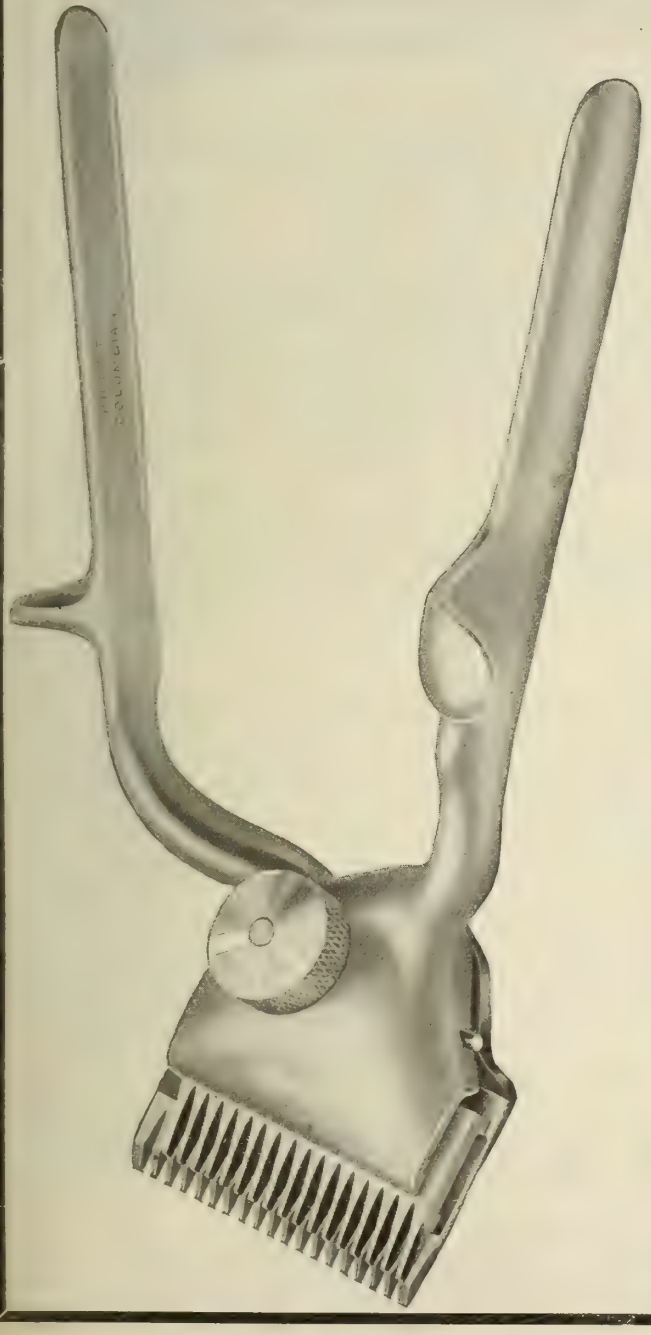
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Y

Yale Products

YA

made in Canada

Padlocks

YAL

Door Closers

Night Latches

YALE

Builders' Hardware

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

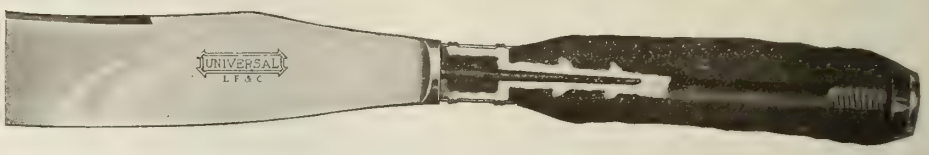
If interested, tear out this page and keep with letters to be answered.

Reasons Why—of UNIVERSAL Carvers

All Universal Carving Knives begin as high grade crucible cutlery steel, and pass under many hands, hammers and heat treatments before they are sharpened ready for use; and tempered so a good edge can be placed on the blade with the Steel, whenever it becomes dull. The average user of a carving knife complains that when the knife is first purchased it has a splendid edge; but, when the knife becomes dull, a good edge cannot be regained.

That is not true of Universal Carvers whose blades, especially tempered, take a quick edge with the use of the celebrated Lee Steel, in each Universal set.

Prove this by cutting a sheet of paper with the carving knife, as it comes in the case, then draw the knife's edge *squarely* across the sharpening steel, *removing the entire cutting edge.*



The space around the tang of the blade, where inserted in the handle and around the screw that holds the cap, is completely filled with metal, cast into countersunk grooves, to resist a strain in any direction. **We guarantee** that the parts will not separate with use.

Being the same color **all through** they do not change, fade or discolor, as covered by our guarantee.

Then take the knife, stroke each side of the blade six or eight times on the Steel at an angle of 15 degrees, from heel to point and you have restored a perfect cutting edge to the blade.

A carving knife is put to *harder use than a butcher knife;* having to cut hot meats; works against all bones and joints that may be in the meat; and strike on the platter, which has a tendency to dull the edge very rapidly.

A Universal edge can be restored so quickly with a Lee Steel that it will be a delight to the carver to use the Steel frequently; the more often, the better.

In addition to this "sharpening" feature, the perfected stag handles which are supplied with Universal Carvers are fastened in by a secret metal process which absolutely prevents the tang coming out of the handle, a too common occurrence with other makes of carvers.

Further, the Universal handles will not crack, break, shrink or come loose from the blades, when immersed in hot water.

All Steels furnished with Universal carvers are the celebrated Lee, having 400 line cuts in its circumference and slightly magnetized; made under a process known only to the manufacturer.

The Lee Steel gives a smooth, sharp cutting edge that is not so easily attainable with any other Steel on the market.

Universal Carvers are made by

LANDERS, FRARY & CLARK

Master Cutlers for over Half a Century

NEW BRITAIN **CONNECTICUT**

If interested, tear out this page and keep with letters to be answered.

When we extended Christmas Greetings to our friends in 1916 we were in hopes that this time the war would be over, and that we could once more return to the happy thoughts and good wishes that were universal at this season before the awful calamity overtook the world. But such things are not to be. Peace on earth and good-will to all men are again postponed, and we fear it will be many generations before all will be included.

Win-the-War is about the only thing that counts. There is no doubt that we will win it. Victory may be postponed for a time and we may have some dark moments, but in the end we are sure to win.

All circumstances considered we extend to you our Very Best Wishes—not forgetting the kiddies.

LEWIS BROS., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

4-One Wirebound Boxes

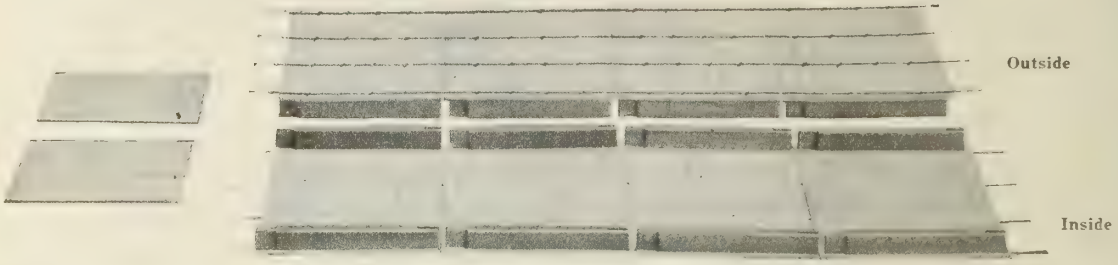
Manufacturers and Shippers,—

You are interested in the National demand of to-day

ECONOMIZE AND SAVE

That's what our 4-ONE box will do for you.

VIEW SHOWING BOX IN KNOCK-DOWN



Easily Assembled

View Showing Box Ready for Shipping

Reduces freight charges by 50%.

" storage space when stored in the knock-down.

" complaints from customers, goods arrive in good condition.

" claims, no more damaged goods while in transit.

The 4-One principle of construction is such that external strain and bulging strains cannot injure contents. Whatever the nature of your product you will find the 4-One box an inexpensive and safe shipping method.

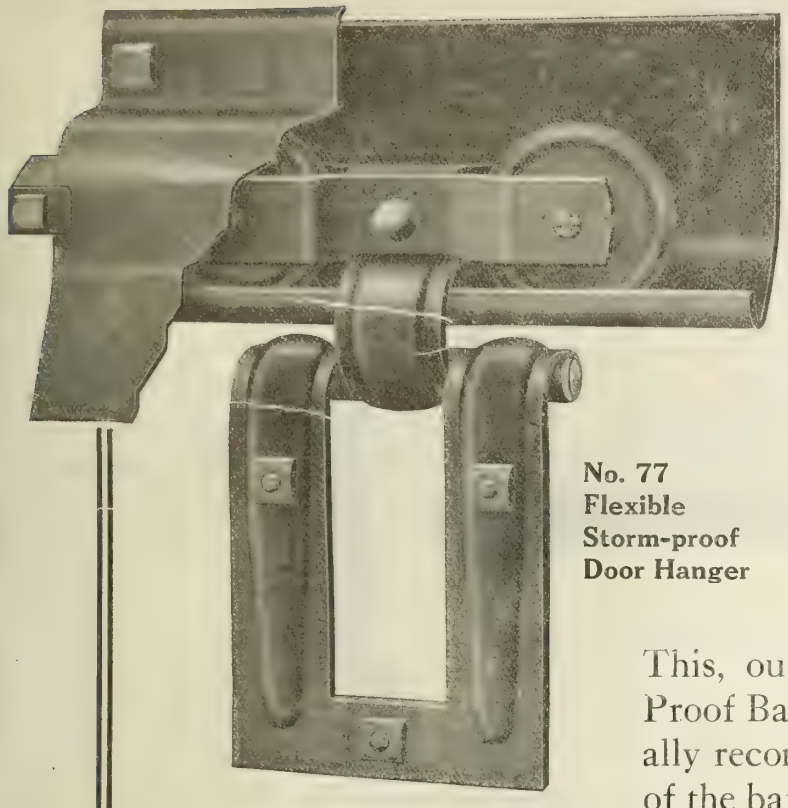
Drop us a postcard requesting samples and prices.

4-Ones are made in Canada by

CANADIAN WOOD PRODUCTS, LIMITED

Toronto

If interested, tear out this page and keep with letters to be answered.



No. 77
Flexible
Storm-proof
Door Hanger

Hanging a Barn Door Properly

This, our No. 77 Flexible Storm-Proof Barn Door Hanger, is especially recommended where the owner of the barn is to hang the door himself. No great care is required in attaching the Hangers to the door as the equalizing pin in the centre of the wheel-truck ensures even distribution of the load to each wheel. This Hanger will work smoothly and easily at all times and unless there has been absolute carelessness in attaching there can be no such thing as an improperly hung door where this fixture is used.

The Flexible Hinge Joint allows plenty of swing and yet holds the door rigid, and the Improved Storm-Proof Rail covers the wheel truck and the space between door and rail.

Packed perfectly the "National" way—one pair in a box with bolts, lag screws and end-stops; also full illustrated directions for attaching Hangers and Rail.

Have you a "National" Catalog?

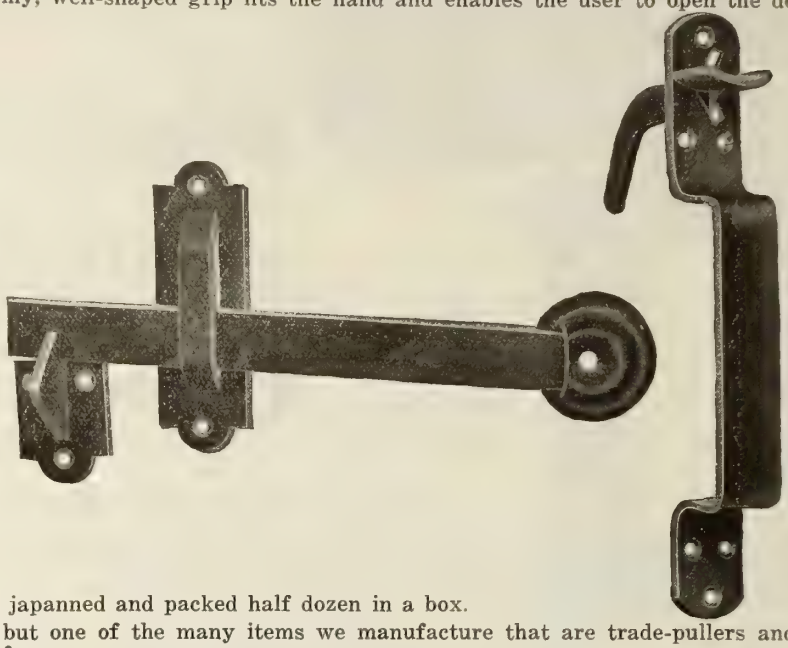
National Mfg. Co., Sterling, Ill.

If interested, tear out this page and keep with letters to be answered.

The Challenge Heavy Steel Latch

A Latch designed and recommended for Factory, Warehouse and Barn Doors, etc. The roomy, well-shaped grip fits the hand and enables the user to open the door with ease.

No danger of breakage from Frost or Accident; it is made entirely of heavy steel.



The Thumb Piece is so fitted it cannot work loose or get out of place.

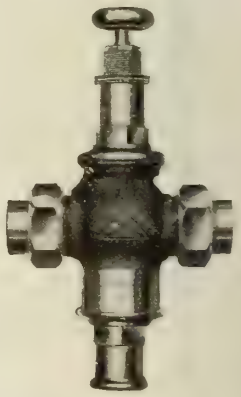
Heavily japanned and packed half dozen in a box.
This is but one of the many items we manufacture that are trade-pullers and profit-makers for you.

Canada Steel Goods Co., Limited, Hamilton, Canada

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

In extending to you

The Season's Greetings

we take the opportunity to thank you for your generous support during the year.

H. S. HOWLAND, SONS & CO.,
Limited
TORONTO

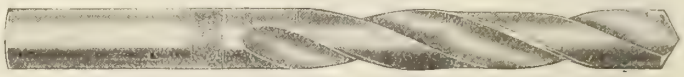
If interested, tear out this page and keep with letters to be answered.

Butterfield

TWIST DRILLS

Carbon and High Speed
for Every Purpose

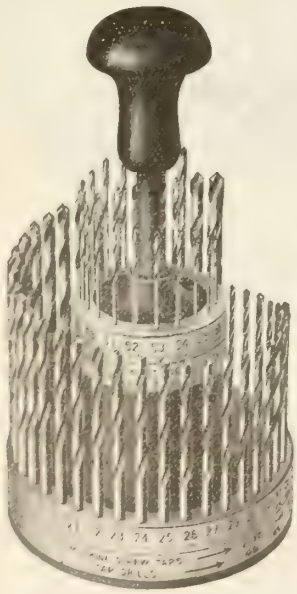
Butterfield Drills will give you the round, clean, accurate holes you have been looking for, with a minimum of grinding and absence of breakage.



Butterfield Drills are not an experiment. They are the result of long and careful investigation of the principles of "hole making."

To 99 men out of every 100 a twist drill is simply a tool for making holes; one is as good as another so long as the finish is equal. The beauty of a **Butterfield Drill** lies more than "skin deep," however.

Long and thorough research, combined with the most careful and exhaustive experimenting, has revealed to us the weak points in ordinary drill construction, and enabled us to produce a drill from which the faults and weaknesses of others have been eliminated.

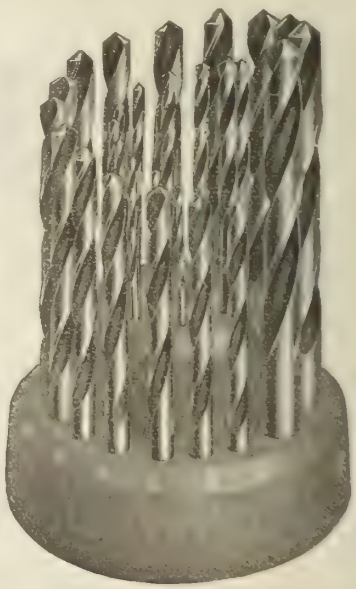


Butterfield Drills are manufactured on machines which embody the "last word" in mathematical accuracy and precision. Designed and used for the one purpose only, with the result that every finished drill is the nearest to perfection of any yet produced.

CATALOGUE?

Butterfield & Co.
Inc.

Rock Island, Que., Canada



If interested, tear out this page and keep with letters to be answered.

FINE STAPLES

We manufacture a complete line of fine staples. Guaranteed, made of the best materials only. Here are a few items taken from our line:

Bed Staples

Ranging in size from 5/8" to 1" long. Made in round, steel wire, bright or coppered, as desired.

Poultry Netting Staples

Obtainable in all sizes from 5/8" to 1¼" in length, 10 pound, 25 pound and 50 pound boxes and 100 lb. kegs.

Electricians' Staples

Made with round or flat crown and from flat steel wire, blued or coppered. Length 3/8" to 1". Put up in 10, 25 and 50 pound boxes.

Also Blind Staples, Coopers' Staples, Box Staples, Broom and Barrel Staples, Turned Canvas Staples, Double Pointed Tacks.

Hardware Dealers handling our staples will always satisfy their customers' staple needs.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

Takes the work out of Churning

The "Reliable" Churn has made what was heavy, exacting work for a strong woman easy for a child. All the drudgery of churning has been removed and the simple turning of a crank substituted. The "Reliable" gives the perfect results that can be obtained only with a dash churn, and yet eliminates all the labor.

It will churn successfully much more cream than any other churn of like size.

Once your patrons know that you can supply a churn that gives beautiful butter quickly with so little effort you'll have no difficulty from a selling standpoint.

Write and ask us what we are doing to help our agents sell "Reliable."

The Reliable Churn Co. of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse. You have our guarantee.

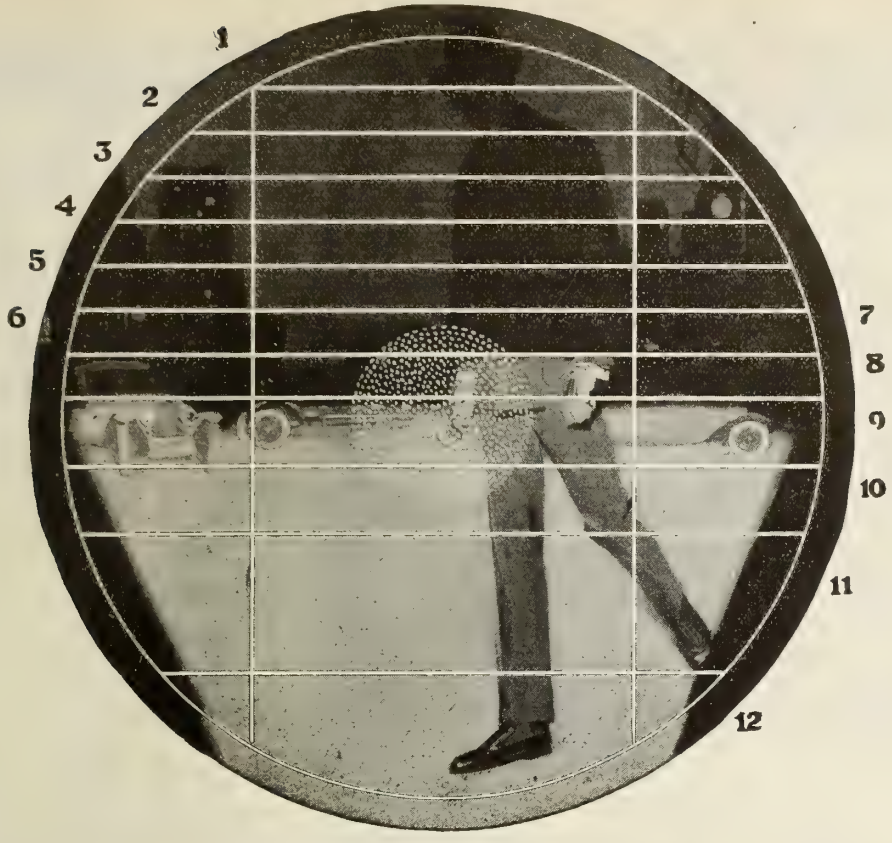
They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.



Throws a Waist-High Beam

Twelve Shafts of Light that Stream as One—Beam Thrown One-Third Mile—Complies with all Headlight Laws—No Glare—No Need for Dimming—74% More Light on the Road

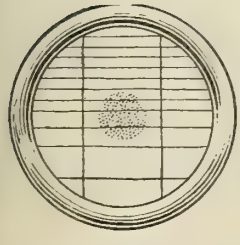
Road Rays---Not "Sky" Rays
Direct Rays---Not "Diffused" Rays

Designed by James R. Cravath, one of America's foremost authorities on illumination. Meets exacting tests by Professor E. H. Freeman of the Armour Institute of Technology, Chicago; and L. A. Hillman, technical representative of the American Automobile Association, Chicago.

Made for all sizes and makes of cars. Extensively advertised in national publications. Big demand and profit make the New Osgood Lens a live seller for you. Write now for unusual test results and dealer plan. Our convincing data will certainly interest you.

Osgood Lens & Supply Company

2007 Michigan Avenue, Chicago



THE NEW OSGOOD LENS

CRAVATH LONG DISTANCE TYPE

If interested, tear out this page and keep with letters to be answered.

Watch a Capable Mechanic Test a File—

See him pass his thumb over the teeth.

By instinct, he knows, at once, whether a file will do its work.

He senses, at once, the quality of the steel—its balance—and the sharp keen-edged teeth.

He makes no mistakes in buying—and his choice every time will be for "Famous Five" Files.

Be influenced by *his* judgment and specify "Famous Five" Files when ordering from your jobber.

They are:

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

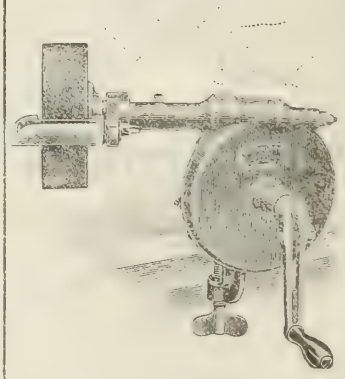
Milbury, Mass., U.S.A.

American Self-Oiling Grinders

Manufactured by

American Grinder Mfg. Co.

MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

If interested, tear out this page and keep with letters to be answered.

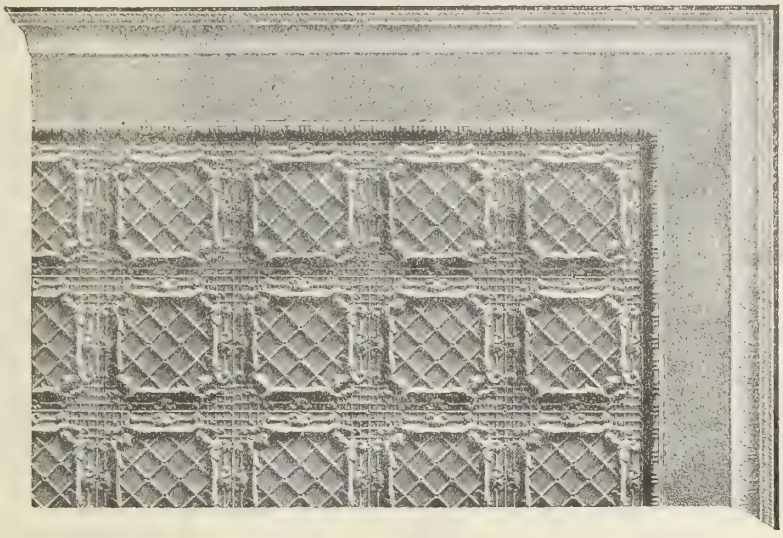
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Save money on your Metal Ceiling jobs

How? Why by using material made on steel dies with machine-cut beads, re-squared after stamping. That means "Metallic". Others find our Ceilings lay quicker and so will you. And they cost no more than other kinds.

Send for our Catalog "C," unless you have a copy. It show a fine range of designs and is well and conveniently arranged.



Stock carried by Geo. W. Reed, 37 St. Antoine St., Montreal

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Johns-Manville

NON-BURN ASBESTOS BRAKE LINING

When safety hangs by a fibre, look well to that fibre

In brake lining it's the quality of the asbestos **fibre** that counts—and high-grade fibre grows scarcer every day.

But that's another argument for Non-Burn, for it's made at Asbestos Headquarters—by Johns-Manville. We mine our own asbestos, and of the thousands of tons produced annually, our experts choose for Non-Burn only the choicest fibre, strong and uniform.

Years ago, making linings and blocks for big hoists, we learned the value of fibre selection. And to-day this same high quality of raw material is the secret of Non-Burn safety, of its long wear and economy—the one biggest reason why you should ask for Non-Burn when you buy a car—and insist on it when re-equipping. Get it from your dealer.

To the Trade—J-M Non-Burn is sold only through recognized jobber-dealer channels, and on an exceptionally attractive basis. Write for details.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT © H.W.J-M CO

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg

Confine your purchases to long-established products which have a rapid "turnover" and a liberal profit.

CHATILLON SCALES
AND
FOSTER BROS. CUTLERY

have been sold with profit by dealers since 1835. They meet the demands of your trade and mean larger profits for you.
Send for illustrated catalogue, prices, trade discount, etc.

JOHN CHATILLON & SONS
85 Cliff Street - - New York City
Established 1835

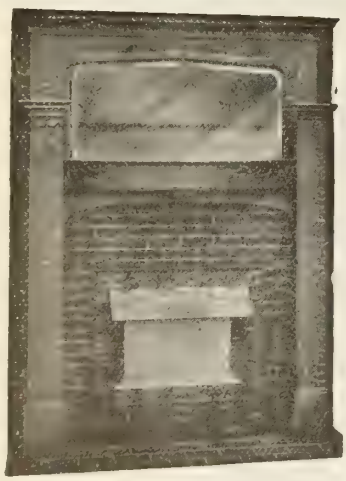
Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

Ask for quotations on your requirements.

The Laidlaw Bale-Tie Co., Ltd.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal Que.
Head Office and Works: HAMILTON, CANADA



The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.
Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Fast Selling Line

MENDETS
A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.
DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

MADE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

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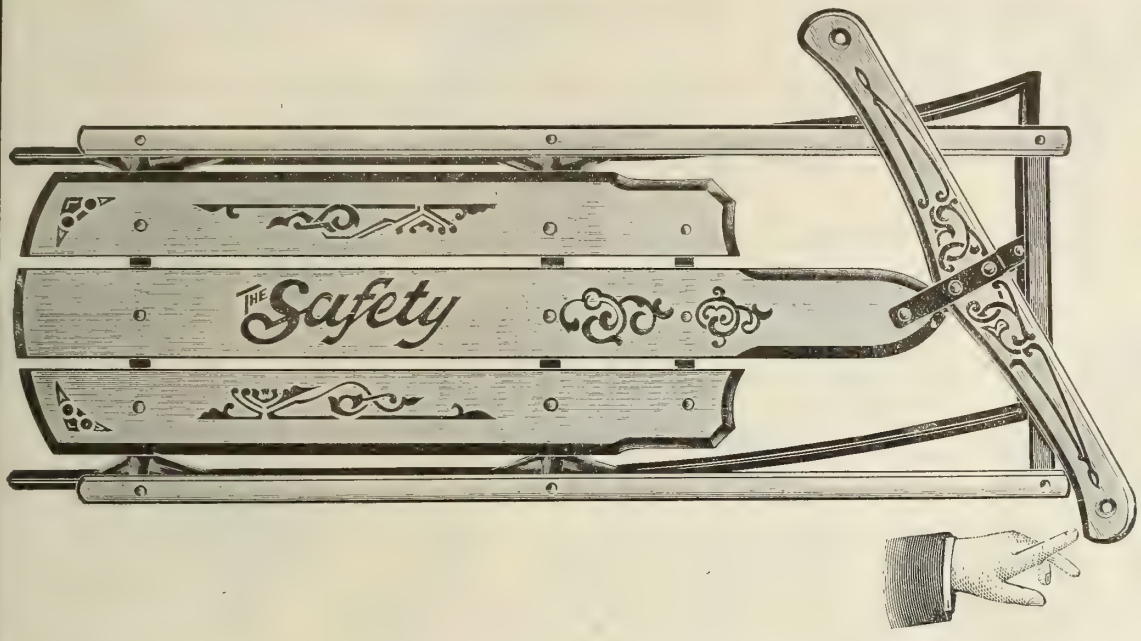
Buy the Boy a Sled and a Snow Scraper

"All Work and No Play Makes Jack a Dull Boy"



The Safety Sled is the king of all flexible, self-steering coasters. Grooved, non-skid, spring, steel runners. The fastest going — easiest steered — lightest and strongest sled on the market.

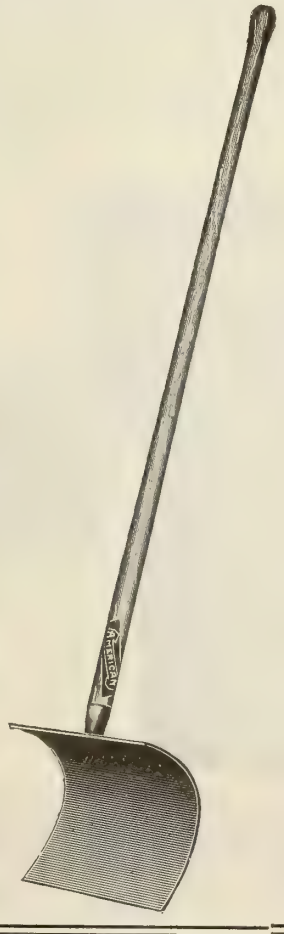
Six sizes, 30, 33, 37, 41 46 and 51 inches long.

Sells at $1.00 to $2.50 each.

Snow Scraper and Stable Cleaner

It Rolls the Snow.

The boys say it's FUN to keep the the sidewalk clean with the SOO LINE.



The Snow Scraper is the real article, and when you use it you wonder why someone didn't think of the idea before. It rolls the snow, fast and easy.

A combined Scraper and Shovel. The best tool on the market for rapid and easy work. High Carbon Steel Blade, Hardwood Handle.

Phone or wire your orders quick.

Canadian Warren Axe & Tool Co.
Limited
St. Catharines, Ontario

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Encased Wiring Machine

TRADE B O B LTD. MARK

Small Machines

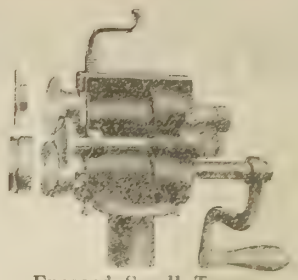
ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

No Tinshop can afford to be without a set of these machines.

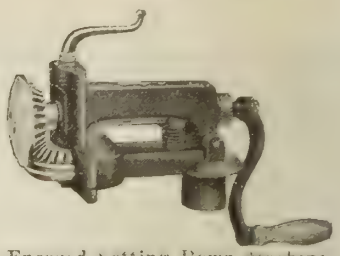
We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

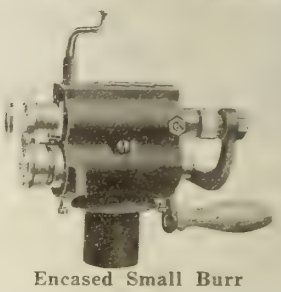
The Brown, Boggs Co.
LIMITED
HAMILTON, CANADA



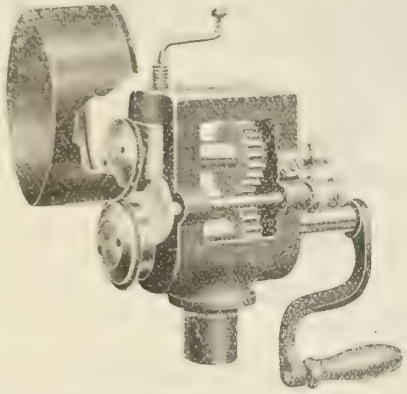
Encased Small Turner



Encased Setting Down Machine

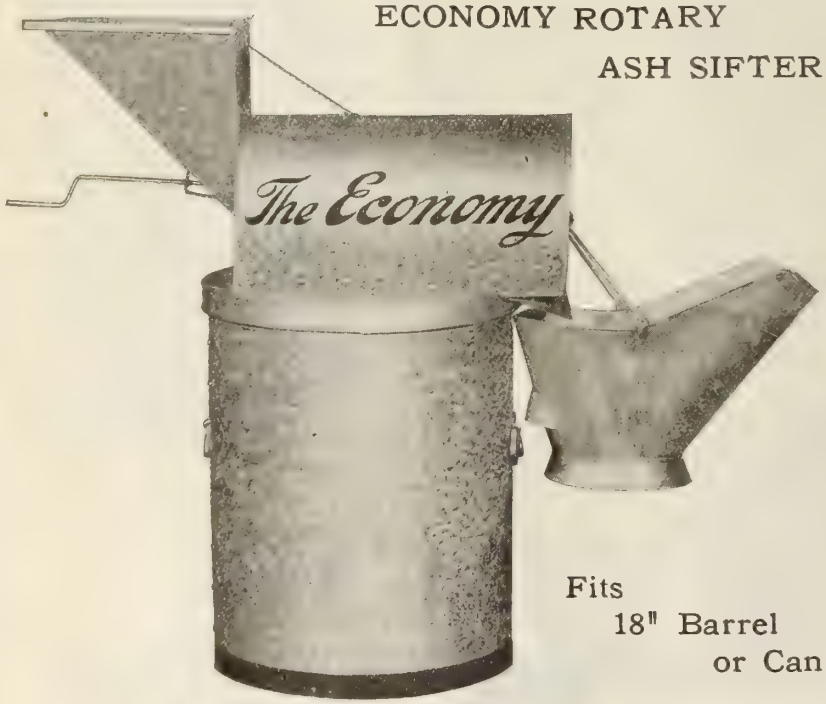


Encased Small Burr



Eclipse Elbow Edging Machine

ECONOMY ROTARY ASH SIFTER



Fits 18" Barrel or Can

SALAMANDERS

Body of Heavy Sheet Steel—Cast Iron Grate

SIZE—Diameter - - - 17 inches
Height over all - - 30 inches
Height from floor 6 inches

Special Prices to Dealers. Large Stock, Prompt Shipment.

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

WE sincerely thank the friends and fellow-workers of the Dominion Rubber System for their good-will and hearty co-operation during Nineteen-Seventeen, and extend to one and all the

COMPLIMENTS OF THE SEASON

and our best wishes or a

Happy, Prosperous New Year

CANADIAN CONSOLIDATED RUBBER CO., LIMITED
Montreal

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

If interested, tear out this page and keep with letters to be answered.

GREETINGS

To the Trade

To our many friends and customers
we extend our sincere wishes for

A Merry Christmas and
A Happy New Year

R. C. Jamieson & Co., Limited

Established 1858

Owning and Operating P. D. DODS & CO., Limited

Calgary MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

Greeting

We extend to the trade
our best wishes for

A
Merry
Christmas
and
A Happy
and Prosperous
New Year.

Frothingham & Workman
Limited

199-203 ST. PAUL STREET WEST
Montreal

If interested, tear out this page and keep with letters to be answered.

BENJAMIN MOORE, President FREDERICK MOORE, General Manager GEORGE CHITTENDEN, Secretary

OFFICES & WORKS
CAWTHRA AVE. & LLOYD ST.
TORONTO, CAN.
231-283 FRONT STREET
BROOKLYN, N. Y.
401-409 NORTH GREEN ST.
CHICAGO, ILL.
1322 MARQUETTE ROAD
CLEVELAND, OHIO.
CALDWELL, N. J.

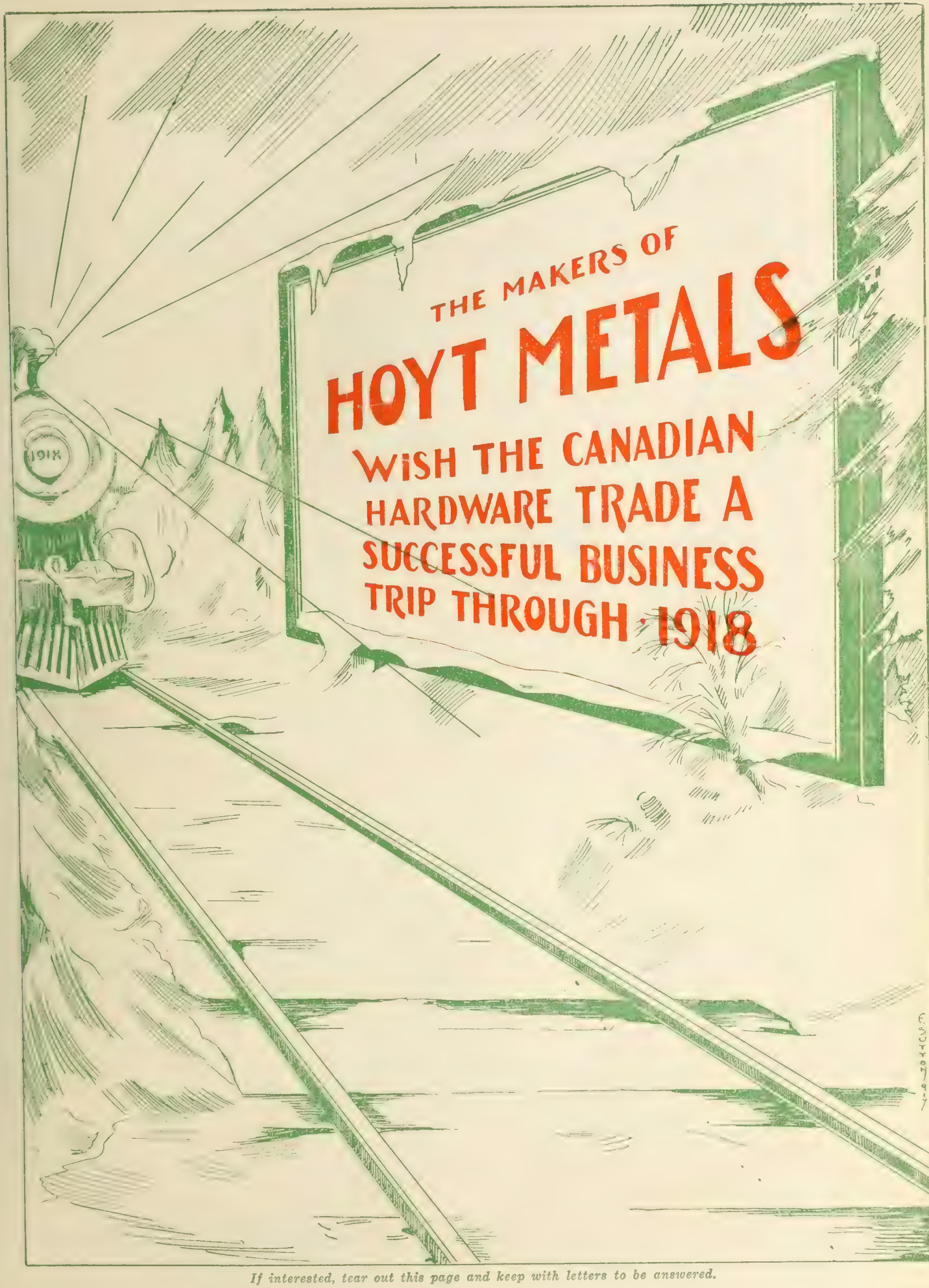
BENJAMIN MOORE & CO. LIMITED
MANUFACTURERS OF
MURESCO
PAINTS COLORS & VARNISHES
TORONTO

In looking forward to the greater possibilities of business in the coming year, we must not forget the things we should be thankful for in the past.

It is fitting that we recall the pleasant relations we have had with our many patrons throughout the hardware trade of Canada, for are not good friends better than gold?

To our friends in the Trade, we extend our best wishes for a Happy, Prosperous New Year.

Benjamin Moore & Co Ltd
Frederick Moore
Vice Pres.



If interested, tear out this page and keep with letters to be answered.

A Hundred Years Ago *and* To-day

What changes! Then it was the old tallow candle; to-day it's the "Master" Flashlight.

Then it was an extravagance to use light; to-day it is a necessity. Yet there is one thing that hasn't changed, and that's the old, old Christmas wish, which we here pass along—

A Merry Christmas and a Prosperous New Year to all.

CANADIAN CARBON CO., LIMITED

Manufacturers of "Master" Dry Batteries and Flashlights.

96 King Street West, Toronto

Christmas Greetings

1917

We extend to all our customers and friends our best wishes for

A Happy Christmas

and

A Prosperous New Year

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS

LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

1917
A
Happy
Christmas

WE take this opportunity of wishing our friends in the trade a Merry Christmas and happiness and prosperity during the coming year.

The Canada Paint Co., Limited

Toronto MONTREAL Winnipeg

Our friends—we wish you each and everyone the season's greetings. We wish you more and that's the one great wish that all the world agrees upon. That's Peace.

THE MAKERS OF THE

"Home Comfort" Range

If interested, tear out this page and keep with letters to be answered.

To One And All, 1918's Best Wishes

The rush is over; we've lost or win in the year just passed. Let's hope for the best and then forget in the plans for the coming days.

Our wish to the hardware trade of Canada is that your plans work out as you've planned—that the knowledge gained in the past year will reflect in the credit side of your cash book at the end of 1918—and that you have health and contentment to boot.

The Toronto Plate Glass Importing Company

RED "S" Limited RED "S"

TORONTO, CANADA

Greetings

We wish one and all

A Merry Christmas

and Prosperity and Happiness throughout the coming year.

A. Ramsay & Son Company

PAINT AND VARNISH MAKERS SINCE 1842

Toronto MONTREAL Vancouver

A Happy Christmas

TO OUR MANY FRIENDS AND CUSTOMERS WE EXTEND OUR HEARTIEST EXPRESSION OF GOOD-WILL AT THIS FESTIVE SEASON.

MAY THE NEW YEAR HOLD FOR YOU A BOUNTIFUL SHARE OF HEALTH, HAPPINESS AND PROSPERITY.

The **MARTIN-SENOUR** Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO MONTREAL WINNIPEG

HALIFAX · LINCOLN · TORONTO

U. S. POULTRY FENCE FINDS FAVOR AND A READY SALE EVERYWHERE. IT IS TO BE FOUND IN ALMOST EVERY CIVILIZED COUNTRY ON THE GLOBE AND HAS LONG SINCE BEEN RECOGNIZED AS THE STANDARD OF QUALITY

For Seventy Years

—the "House of the Padlock" have been wishing the Canadian hardware trade the same good old wish, and again we extend it in all sincerity as most fitting to the occasion.

We wish one and all

A Merry Christmas and a New Year filled full to overflowing with Prosperity

In extending the trade our greeting we wish to thank our many customers for their patronage during the past year.

"The House of the Padlock."

RICE LEWIS & SON, LIMITED

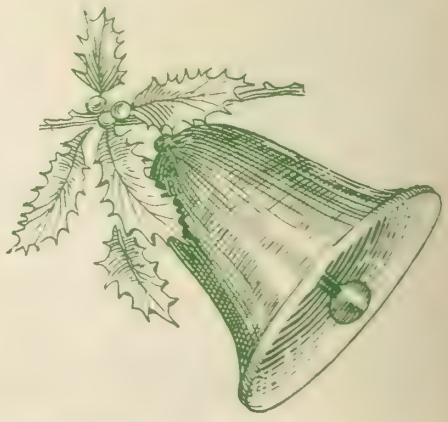
TORONTO

If interested, tear out this page and keep with letters to be answered.

IN full appreciation of pleasant business relations, we extend our hearty wishes to all Customers and Friends for

A Merry Christmas and a Bright and Prosperous New Year.

CAVERHILL, LEARMONT & CO.
MONTREAL



If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

Hearty Christmas Greetings

To you, Friends, we extend Hearty Greetings and Best Wishes for an exceedingly Pleasant Christmas and a Happy, Successful New Year.

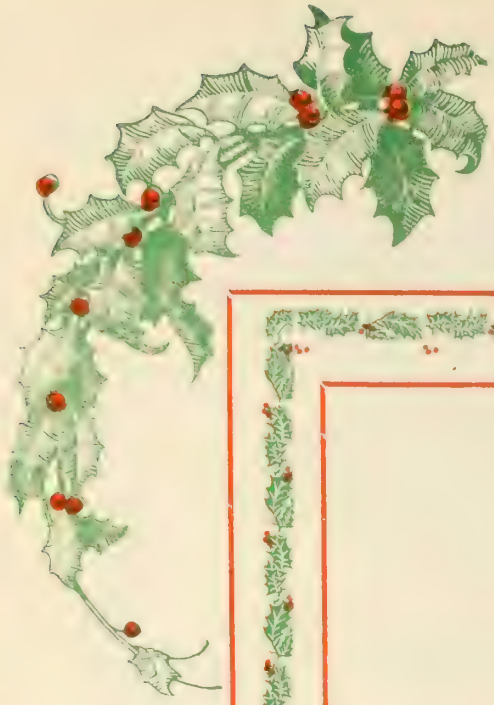
In the midst of War, let us make the most of Christmas and the Christmas spirit. Let us make this a time of cheery words, of smiles and hearty handshakes. Let us gather, one from the other, fresh courage and renewed strength to face the coming year. We have all said, "Business as Usual." Let us now say, "Christmas as Usual" —and mean it.

Atlas Metal & Alloys Company of Canada, Limited

MONTREAL

OFFICES
49 Common St.

WORKS
River St.

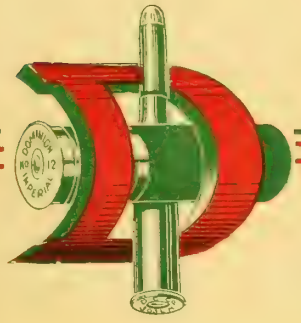


ACCEPT our Warmest Christmas Greetings and sincere good wishes for prosperity throughout the coming year.

We take this opportunity of thanking you for past favors, and sincerely desire that our pleasant relations with you shall be continued.

Northern Electric Company
LIMITED

MONTREAL HALIFAX OTTAWA TORONTO LONDON
WINNIPEG REGINA CALGARY VANCOUVER



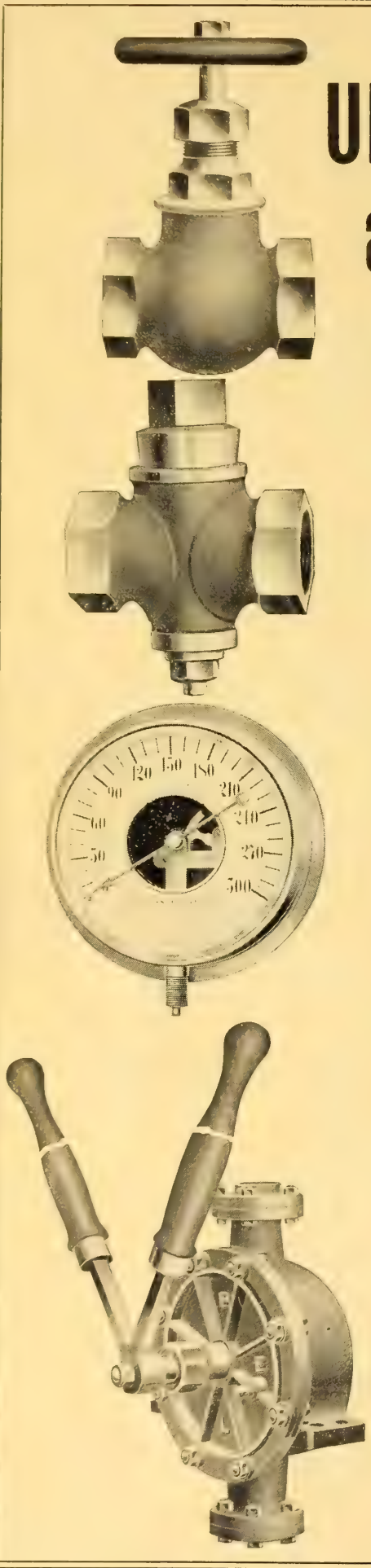
Prosperity and Happiness for All

Prosperity for all—a greater abundance in the year to come—is our greeting to you this Christmas-time.

Prosperity and happiness is our wish—even greater co-operation with you in business our aim—for 1918.

May your business and our country's business ever increase through our combined efforts.

Dominion Cartridge Company
Limited
120 St. James Street - - MONTREAL



FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England

WISHING YOU

A

Merry Christmas

AND A

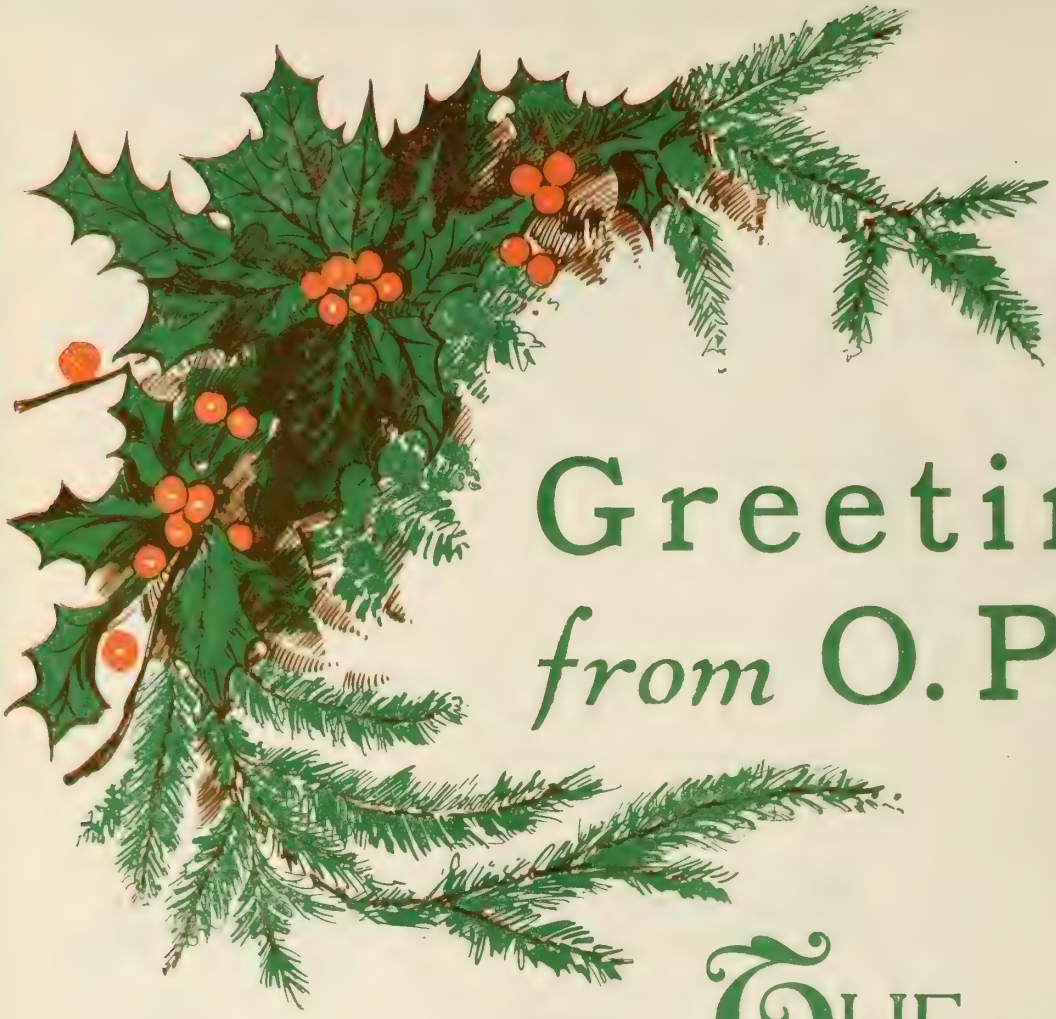
BRIGHT and PROSPEROUS NEW YEAR

The Dominion Linseed Oil Co., Limited

Baden

Montreal

Toronto



Greetings *from* O. P. W.

THE makers of O.P.W. Paints and Varnishes wish their hardware friends the season's greetings—

A Merry Xmas and A New Year plumb-full of prosperity.

The Thos. Davidson Manufacturing Co., Limited

Extend to their
Many Customers and Friends
The

Season's Greetings

Wishing them A Very Merry Xmas
and
A Happy and Prosperous New Year

Toronto **Montreal** **Winnipeg**

We thank all our friends for favors received during the year, and extend our best wishes for a Merry Christmas and a Happy and Prosperous New Year.

CANADA FOUNDRIES & FORGINGS, LIMITED

BROCKVILLE, ONT. Jas. Smart Plant WINNIPEG. MAN.

If interested, tear out this page and keep with letters to be answered

To the Hardware Dealers from Coast to Coast we extend sincere wishes for

A Merry Christmas and A Happy New Year

1918 will be your biggest year for Wakyte Goods. The list includes Wakyte Sanitary Closets, Wakyte Barrel Trucks, etc.

Wakyte Mfg. Co., Ltd.
259-261 Stanley St. Winnipeg

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

To all our customers and prospective customers we extend

Heartiest Christmas Greetings

and express the sincere wish that 1918 may prove a really

Happy New Year

That it may be rich in auto accessory sales, and that you may finish the year with a big balance on the right side of the ledger.

Great West Electric Co.
WINNIPEG

Christmas Greetings 1917

FROM THE METAL MEN

W. G. HARRIS, Senior President

To our many friends and customers we extend our sincere wishes for

A Merry Christmas
and
Happy New Year

W. G. HARRIS, Junior Vice-Pres.

That ere another Christmas has dawned upon us, this dreadful war will have passed away.

THE CANADA METAL CO., Limited - TORONTO, CAN.

Hamilton Montreal Winnipeg Vancouver

WE HAVE EVERYTHING FOR THE PLUMBER

If interested, tear out this page and keep with letters to be answered.

Stanley Tools

BAILEY IRON PLANES

THE STANDARD FOR MORE THAN FIFTY YEARS

Made by the most skilled Plane makers in the world.

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

MADE IN THE CANADIAN WORKS

OF THE

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, DECEMBER 22, 1917 No. 51

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THERE'S a lot of convenience in being able to open all garage doors at once, and you'll often meet conditions such as shown here. All three doorways must be open at the same time. As the garage may be crowded, the doors must take up no inside space. For a construction such as this, be in a position to offer

STANLEY GARAGE HARDWARE

which is designed to meet perfectly all garage requirements. You will recommend STANLEY Garage Hinges No. 1457, knowing that they will keep the doors swinging easily, smoothly and weather-tight for years. You will advise the garage owner to utilize STANLEY Garage Door Holders No. 1774, to prevent the doors from slamming shut and from injuring the auto and its occupants.

The one garage hardware for all garages is STANLEY'S

Scores of new garages will be built in your locality during the coming year and old garages will be refitted. Stanley Garage Hardware is being called for—it's the standard garage hardware, easy to sell, and profitable for you to handle.

Write for prices and catalog—to-day.

The Stanley Works

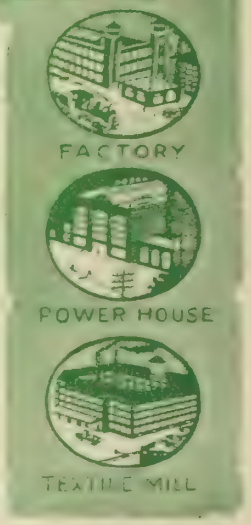
NEW BRITAIN - CONN, U.S.A.

Canadian Representative:

A. MacFarlane & Company

Coristine Building, Montreal

DAY AND NIGHT FORCES NEED LIGHT



1000 Candle Power Light for 1000 Hours Costs Your Customers

$23.40

by using the

Laco Nitro Lamp "The Light That Gives More Light"

Actual saving of 30 to 50% over cost of same service from inferior bulbs whose first cost may be slightly lower than the Laco Nitro Lamp.

Study this over and show it to your customers

NAME OF LAMP	WATTAGE TESTED LAMPS	ACTUAL WATTAGE	COST PER LAMP NEEDED	COST PER 1000 HOURS	1000 HOUR LOSS
LACO NITRO	100	111.5	104	9	936	$23.40	NONE
COMPETING LAMP A	100	78.5	101	13	1313	32.83	$ 9.43
B	100	87.5	109.5	12	1314	32.85	9.45
C	100	66.9	103	15	1545	38.63	15.23
D	100	63.0	100	16	1600	40.00	16.60

BUILD UP YOUR LAMP SALES

Give your trade the Laco Nitro Lamp because it saves the first cost of the bulb during the guaranteed life of the lamp.

Ask your jobber or write us direct for prices and trade discounts.

Canadian Laco-Philips Co., Limited

Stocks available at

Montreal Toronto Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Introduced Under Favorable Auspices

Attractive Windows Make Impression Favorable to the Store—Doing Business Without Counters—Stoves in Separate Room—C. C. Falconer, of Winnipeg, Outlines Successful Features Adopted in His Window Displays and Stove Selling.

"BY the character of your windows will you be judged; they are the medium of introduction to your store." In these words, C. C. Falconer of Winnipeg, Man., expressed the importance which he places on window display to HARDWARE AND METAL'S representative and Mr. Falconer's further views on this topic as well as others dealing with his methods of merchandising are outlined herewith:

Planning Ahead Advisable

Windows, properly, timely and effectively dressed, are, in my judgment, the greatest advertising force and power a retail store has to-day. Fortunate indeed is the store possessing large and expansive windows whereby they may display at all seasons of the year the many articles pertaining to that particular season. Plan your windows well in advance, fully a month ahead. When you have decided just what is going in a particular window, it is easier then to plan your display, which should be done at least one week in advance. A good idea is a list of window trims under different headings, under which you list the many articles that are appropriate to that particular display. By so doing you avoid the risk, when planning your window, of forgetting some very necessary articles that are essential to its selling effect. I prefer the simple display, not crowded, where it is possible to concentrate the eyes of the public on some one or two lines or articles rather than confuse them with a crowded display, which leaves a general impression rather than a definite one.

Window and Newspaper Advertising Hand in Hand

These windows, of course, work in harmony with your newspaper advertising. As you display, so advertise, and as in your news copy you quote prices, so in your window quote prices. Price cards should harmonize in size with the article displayed. Windows to have the

The store window is counted a very valuable asset by C. C. Falconer, of Winnipeg. The above reproduction of one of his windows shows that he believes in showing a price and makes use of showcards to emphasize important features.

A description of the stove department in this Winnipeg store is given in the article herewith, but the photographer has brought out the details splendidly and each feature is clearly shown. It will be noted that oilcloth forms one line which is not usually found in a hardware store, but Mr. Falconer states that it sells and that is an important feature in successful merchandising.

desired pull should have a few neat and well worded signs of fairly good size that say in a few chosen sentences just the thing which you would like to have the privilege of saying to them personally.

Keeping the Public Interested

Change your displays often, keeping the people interested to the extent of having them talk about your windows, which are really your store. Once you get them talking about you, it is evident they are thinking of you, get them thinking of you and nine chances out of ten when they want anything in your line they will know where to go. The logical way to determine the value of window displays is from the results obtained and as these become apparent, hardwaremen generally will appreciate more fully the fact that the windows are the most valuable space in the store. By working them for all they are worth, they will return big dividends for money and time invested.

Studying the Interior Arrangement

But Mr. Falconer does more than arrange his windows attractively. As pointed out in a former article Mr. Falconer's store is located in the foreign district of Winnipeg and a very big percentage of his trade is done with foreigners. It was necessary then to devote special study to the people with whom he was dealing and the interior of his store is arranged with the idea of taking care of this class of trade.

As will be seen from the photo herewith of the house furnishings department, every article is displayed so that it can be pointed out easily. This is essential in that many of his customers do not know the proper names of the goods they want and have to make the selection themselves. This same idea is carried out in the other departments as well.

No Counters in Store

There are no counters in this store—the proprietor does not believe in them. He would rather have displays of hardware, etc., on boards or doors which will permit customers to walk right up to them and make their choice. The majority of his customers do not know exactly what they want by name, and do not want the one waiting on them to know that they do not know what they want. By being able to go right up to the article, sales are much more easily made.

Display Tables Successful

Mr. Falconer is full of ideas for displaying goods and helping sales along. One of his ideas is to have a small display table, carrying two large market baskets full of goods, with an upright behind the stand bearing a card, "Special To-day." These are in red letters, and it is his firm conviction that to be successful a sign card must be bold. He drew attention to the fact that one of these tables was showing teapots at 23c, and while he made a large number of sales of these, he said the value of it was that it drew attention to the fact that they were selling teapots, and once the customer's attention was drawn, they usually managed to sell a better teapot at $1.25 from the shelves.

Incidentally the idea of contrast has been used in the shelving where the enamelware is displayed. Formerly these were of an ordinary light oak color but recently Mr. Falconer conceived the idea of painting the whole background white. It is remarkable the way this shows up the stock of enamelware.

He has a novel way of showing curtain rods and accessories in which they do a big business. These are nailed on a board, a card being nailed to the side of each, bearing the number, price and length. The number refers to a stock box on the other side of the board, in which the accessories are kept. Mr. Falconer states that the only way to sell curtain rods is by displaying them. In that way a customer can see and select exactly what she wants.

Special Room for Stoves

One of the most important departments in the store is that devoted to stoves. This department is located in the basement. The basement prior to the change was very ordinary with rough shelves for carrying stock and things that lay around as they usually do in a basement. A portion of the cellar was taken and equipped with a nice clean floor, wall board on the walls, and a raised platform for displaying the stoves around the room. This was cut off from the other part of the cellar and entrance gained by a stairway leading from the centre of the store. An effort was made to make this show room as light and as

attractive as possible. The wall board was decorated a cream shade, the joints being covered with two-inch moulding with oak finish. A touch of color was given to the platform. At the entrance to the stairway, an electric sign in red and white with the words "STOVES AND RANGES" was installed.

Stove Selling Requires Careful Study

Mr. Falconer is a firm believer in the fact that ranges can be shown to best advantage in a strong light. He stated that if he were building a store he would have a special place built for displaying stoves in which the natural light was cut off and provision made for strong artificial light. It is very easy to see that he is right in this respect as the strong light used in his basement certainly shows the nickel parts up to advantage, and makes the black parts look more attractive in contrast.

Another idea he had in mind when providing a separate room for customers to purchase stoves was to allow them to make their choice in silence. If there is any question of credit to be asked, this can be done without fear of being overheard. Mr. Falconer says that in the matter of making a $50.00 sale it is worth while going to extra expense of this kind.

Mr. Falconer has some splendid ideas on selling stoves, and his success in developing this branch of the business may be attributed to a careful study of his customers' needs. The following points were brought out by Mr. Falconer and may assist others to whom the selling of a stove presents difficulties.

Your own locality will help you decide as to the variety and class of stoves to handle. Avoid, if possible, having too many styles on display, as the process of elimination is then too slow and your prospect is apt to be confused. This applies more particularly when two or more make up a party where it is necessary to focus all their eyes on some particular style and get them to concentrate their minds. First and perhaps the most important step is the location of your display. My experience is that a separate department is preferable, where concentration is possible without the annoying interruptions which are common when the display is on the main floor and prove most embarrassing to both buyer and seller.

The next and equally important contribution to the sale of a range is the condition of your display. Have it at all times spotlessly clean by polishing frequently. This should never be necessary before your customer, and it is a compliment to them to have your display in first-class shape when they enter which creates a most favorable impression. Never display anything on your range with the possible exception of a nickel kettle or teapot. Distinguish important features with paint, such as painting the inside of the warming closet and oven with aluminum, which under the electric light, or otherwise, looks bright and larger. Paint the fire-box, oven damper, and any other such feature. Display a couple of small neat cards on your range, featuring in one or two words only some striking features of your range—we are now ready to receive our prospect.

We presume, of course, that you have on display only such goods as are worthy of your unqualified approval and will live up to the reputation you wish your store to have. Sales are founded on the customer's confidence and efforts must be directed towards making your prospect understand the true merits of the article you are seeking to sell.

First Five Minutes Important

To my mind the first five minutes are of vital importance and worth the next fifteen. Get their name and address early in the interview, and if you are acquainted with their locality or know some one who is, say so and call them frequently by their name. This gives you an intimacy that brings you closer together and helps considerably.

Proceed cautiously, follow their eyes intently, discern from their expression their approval or disapproval, discover the "buyer," who is not always the one who pays for the stove.

You have been fencing for an opening, and by this time you will have had time to pretty nearly know how to start, which should be slowly and deliberately with no semblance of a stampede. Let every argument sink in. You will be guided much by the expression of approval or disapproval, and by the questions they may ask. Neglect no argument in your summing up. If there is a disposition on the part of your prospect to hesitate, keep on talking, even at the expense of repetition.

Guarantee of Satisfaction Essential

Your final argument should be—your guarantee of satisfaction. This must be made emphatic and clear cut without any jokers. If the range in question does not burn, cook and bake to the purchaser's complete satisfaction, state that you will be willing to take it back and refund the money. This creates confidence, without which no sale is a success. Many foundries now furnish a

The housefurnishing side of the store is very bright and attractively arranged. The display tables are shown on which "Special To-day" goods are featured. Mr. Falconer states that one of these tables shows teapots at 23 cents, and although sales were made, the value of the display was that it drew attention to the fact that they were selling teapots and they could usually manage to sell one up to $1.25 in value

facsimile bond which is added assurance that the makers are also behind you in your guarantee.

Ultimate Cost One to be Considered in Quoting Price

This, remember, all takes place before a price is mentioned. You know by this time whether they are interested in a particular one, and by this time price is not the stumbling block it might have been if quoted at the beginning. Price alone is not a sound selling idea. Ultimate and not first cost is to-day the controlling factor in estimating the true value of a range.

Now comes a very important question, if you have been able to avoid it thus far,—how much? Answer it fearlessly and boldly—this range is worth so much, giving of course the best cash price, but don't mention cash; you are to assume that they intend to pay cash. Right here again care must be exercised, for perhaps you have given them a large capsule or a bitter pill to swallow, and as a good doctor or nurse you must make it easy for them.

Tell them again of the many satisfied users and of your unbounded faith in its giving them like satisfaction, and if for any reason whatever it does not, that you will remove it. Tell them what an important article a good range is in any home where it is used so constantly and that a few dollars should not stand in the way of their getting the best. Appeal to her vanity (if a lady is one of the party) by telling her how nice it would look in her kitchen with its beautifully polished nickel, and to his (if he is along) appetite, with an appeal outlining its baking qualities.

I have not ventured to go into all the little details of recommendations which each range possesses. Selling ideas are put in by the makers, and a careful study of their literature will bring out many important details.

Clearly Defined Terms on Time Basis

In dealing with those who wish to buy on time, Mr. Falconer employs the following plans and makes no departure from same under any consideration. Three months is the limit of time when the price is given as so much—one-third cash, the balance in three equal payments; for payment of two months' duration, the same terms, with a 5% better price. The cash price is 5%, better again, which is a spread of 10%, between three months and cash. The lien note on the time sale has specific days of payment set forth. These prices are printed in plain figures, and (provided the credentials on the time proposition are satisfactory) customers can take their choice.

Whether cash or time and after the deal is closed, as a final and parting reminder, I assure them of the genuineness of the guarantee of satisfaction, which means so much more to them now than it did in your selling argument.

It was stated to HARDWARE AND METAL'S representative that 75% of the stoves sold were for cash and in ten years Mr. Falconer states that he has not lost $25.00 on his stove business.

On the right hand side of this basement provision has been made for showing go-carts and sulkies in summer time. There are hanging shelves for displaying sulkies, these being at a convenient height to allow of the go-cart going underneath. It is very convenient in summer time when the demand for stoves is not so heavy.

Trunks and bags are carried and beds and mattresses are sold from samples. These are two lines which hardwaremen are taking on to-day with marked success.

For getting things done immediately, Mr. Falconer devised what he calls a "Do it next" book. This is meant for his clerks, and in this he writes things he requires done at once as he walks around the store. He requires the clerks to check off the various things as they are performed.

This store is full of evidence that the proprietor is full of ideas and is not afraid to put them into practice. Most of them are selling ideas, and the fact that he is able to run a high class store in a foreign district with several other dealers within a few feet of his store speaks well for him.

Improving the Co-operation of Business

How the U.S. Government is Planning to Use Industry to Better Advantage — Flag-Waving in Congress Has the Effect of Improving the Organization—Fixing Prices and Eliminating Unnecessary Business — Concentration, the Password Now

By a Staff Representative at Washington.

Washington, D.C.

IT has been intimated several times in the course of these articles that the system under which the United States Government is utilizing the business men of the country is far from perfect. There is a very great deal of dissatisfaction particularly among business men with reference to the system. There is a strong agitation for new methods and a probability, even a certainty, that new methods will be adopted.

The Advisory Commission of the Council of National Defence, with its wide system of subordinate committees, had one weakness. The members of many of these committees were acting in a dual capacity. They were advising the government in matters pertaining to the selection and purchase of supplies, and at the same time they were selling to the Government.

For instance, the chairman on the committee on Petroleum was President Bedford of the Standard Oil Co., unquestionably the ablest oil man in the country. But, when the Government wanted to buy oil, it was necessary to go to Bedford! The chairman of the committee on coal production was F. S. Peabody, president of the Peabody Coal Co. of Chicago, and, naturally enough, the Peabody Coal Co. could not be passed over when the question of buying government supplies came up. The Peabody Coal Co. might not want government orders but the Government needed a part of the output of the Peabody Coal Co.!

There was no actual loss to the country through the dual activities of the committee members. In all probability the country benefited in a monetary way. The Bedfords and Peabodys who sat on all the committees gave the government the benefit of their knowledge unreservedly and in most cases arranged to supply goods at lower prices than they would have accepted had they come to Washington to represent their own interests only. But it did not look right. It is bad in any business deal to see all the participants on one side of the table. The buyer should sit on one side and the seller on the other. Then, if both parties are alive and honest and know their business, neither side loses.

Trouble Starts in Congress.

TROUBLE began to crop up in Congress. Back in Tallahassee, Bill Jones, who makes tacks, had got it into his head that he could turn out shell fuses if the Government would give him an order with a long enough price to cover the cost of installing the new machinery. He didn't get the order but the Delaware Bridge Works, say, got a big order and the vice-president of that concern was a member of a committee working with the Munitions Board. If Bill Jones had wanted to get the facts he would have found that the Delaware plant was equipped to make fuses and that an absolute guarantee of delivery within a certain time had been given and a finely shaved price had been accepted. But Bill Jones, after the manner of his kind, does not pay any attention to these factors. He goes back to Tallahassee, frothing at the mouth and talking graft.

There were Bill Joneses all over the United States of America during the first half of the year. They poured out of the incoming Washington trains and filled the Washington hotels to overflowing.

through the capitol . . . " Or words to the same effect.

And then up got a Congressman to recite the sad experience of Caleb Spry, who

The temporary buildings erected at Washington by the Advisory Commission in 50 days. Right: Julius Rosenwald, head of committee on supplies.

One man from Idaho wanted to sell his mine to the government. A Vermont wholesaler was looking for orders to ship prunes in carloads. A blacksmith from Podunk wanted shell orders. They filled the outgoing trains, and the smokers rang with their discontent and their chorus of "graft"!

The sad part of it was that each disgruntled order-seeker had the ear of a Congressman or a Senator. When Bill Jones arrived back at Tallahassee he got hold of his Congressman and filled him with his tale of woe—Washington reeking with graft, fostered and encouraged by iniquitous system of advisory committees. The Congressman saw a chance to break into print.

The Storm Breaks

About June the storm broke in Congress. The representative from Tallahassee, or Podunk, or wherever it was, got up and cited the case of Bill Jones, patriot, who went to Washington to place his plant at the disposal of the Government and who was refused an order whereas the *bloated interests* (the speakers' italics) were grabbing everything through their representatives on the advisory committees!

"It is a monumental crime, a barefaced steal!" orated the Congressman. "Never will the Gates of World Freedom be stormed by our brave armies with the Star and Stripes at their head, if we permit this base trafficking, this sordid manipulation of the machinery of Government! Shades of George Washington and Thomas Jefferson; and God bless the American flag and our dear old grandfathers and may the clean and bracing winds of democracy sweep

couldn't get an order for prunes in carloads. And so on *ad infinitum, ad nauseam* The country began to think that Washington was riddled with graft and that the men who were so unselfishly giving their time and best services to the country were self-seekers.

The New System

But after all, good results came out of the political uproar. A bill was put through Congress which made it impossible for a man to sit on a committee of the Council of National Defence who was interested in any company which would be selling to the Government. The bill had the effect of breaking up many of the committees. It led, however, to the beginning of a new order, out of which, it is believed, still better results will come.

The new plan is for each industry, each branch of business, to organize on its own account and to appoint committees to deal with the Government. These committees are to have full authority to speak for the industry they represent. They are not in any sense government servants. When they go to Washington they will sit on opposite sides of the table from the Government officials and the advisory committee members.

This system is now being worked out. It is not yet completed by any means but most of the large industries have already organized. Reference has already been made to the fact that a committee of three representing the automobile interests was in Washington recently to go into the matter of steel. These three men had full power to speak and act for every manufacturer of automobiles or accessories in the country. What success they achieved in getting supplies of steel for next year's cars was due to that fact.

All industry will gradually reach the point where organization is effected and then things will be in capital shape to link business and industry more closely still with Washington. The advisory committees of the Council of National Defence will still be there to advise and direct the efforts of the Government. The industrial committees will be ready to act for industry itself. Any arrangements will be a mere matter of negotiation between fully authorized bodies. Hours will accomplish what otherwise would take months.

More Radical Steps Still

But business men are not satisfied yet. They feel that the country is not yet down to hard training for war.

The other day a federal charter was obtained by an inventive individual for the manufacture of a new kind of soap pipe, to blow bubbles with! Toys are still necessary enough because, no matter how grim the world struggle may become, all the sunshine and joy should not be taken from the lives of the children. But there are plenty of factories already established to turn out all the toys that will be needed.

The soap-bubble man will proceed to tie up $40,000 capital and employ 30 hands, mostly men, in the manufacture of soap pipes!

There is a growing feeling among the business men of the United States that the time has come for the suppression of unnecessary industry, certainly for the sharp checking of all new ventures into unnecessary fields. Soap bubble charters are not consistent with the waging of war.

The Chamber of Commerce, for instance, has issued a bulletin on the subject, in which the following statements are made:

"New enterprises which are not fundamental to the efficient operation of the country's necessary activities should not be undertaken. This will not result adversely upon business or conditions of employment because every man and every resource will be needed during the war. All effort should be centred to help win the war.

"There is no uncertainty or ambiguity about this statement. Every man who wants to help win the war has now an acid test to apply to any new enterprise or undertaking.

"Men who are considering new enterprises,—public improvements, dwellings, factories, industrial work of every description, etc., should be guided by this test."

Fixing of Prices.

Perhaps the biggest and most tangled question awaiting adjustment is the matter of price fixing. In most lines of business it is recognized that price fixing has become necessary but it is very strongly felt that the fixing must be done in the right way. Business men are not prepared to see some government official with half-baked ideas and a mass of undigested information in his head proceed to say what prices shall be. They know too well the chaos that would result.

At the same time they feel that they themselves should not be allowed to fix the prices. The plan to be followed is for the Government to get all the necessary information from each industry and then reach an understanding on that basis.

Here is a case in mind. The Attorney General of the United States—I think that is his title—had launched an indictment against a certain group of men under the Sherman Act. Let us say that these men were coal dealers (they were not) and that they were charged with combining to fix prices. The case was pending in the courts and the Attorney-General was pushing it hard and was sure of a conviction.

At the same time Secretary of War Baker, was negotiating with the coal men of the country with a view to fixing a price for coal. The coal men suggested a price which would be suitable to them and which at first flush looked very fair to the Government officials. The price was agreed upon and somebody, in the name of Secretary Baker, issued a public statement announcing the price and commending the coal men for their patriotism in consenting to the figure.

And the price set was just 25 cents less than the price at which the men on trial had been selling!

An excited man rushed up to the offices of the Secretary of War and demanded to see Mr. Baker. A Secretary of War has to be securely protected by officials of one kind and another and by ante-rooms. The excited individual was promptly stopped.

"What is your business with Mr. Baker?" he was asked.

"I'm the Attorney-General of the United States," stated the caller.

Somebody was summoned who vouched for the fact that he was the Attorney-General and he gained entry to the inner office. Here he showed Mr. Baker that his department had, figuratively speaking, upset the apple cart. Not only had he made acquittal certain in the pending trial but he had fixed a price that was too high.

The upshot of it was that a new investigation was made and, on the information supplied by men in all branches of the business, the Government decided on a new price quite a bit lower than the first one.

It is perhaps, unfair to hang this incident on the coal men, but it was necessary to name some industry in order to make the telling intelligible. The point aimed at is, that the proper basis for price fixing is that outlined very concisely in another Chamber of Commerce bulletin:—

General Basis for Prices

"There has not been developed as yet a clear policy with regard to securing the assistance of business men in connection with the control of prices. In some cases the government has called upon those interested in a business to participate in the actual fixing of the prices. This has resulted in a fixing of prices by negotiation,—which is clearly harmful. In the judgment of the undersigned Committee, men elected by an industry to represent it should be called upon by the government for full information which would be helpful in fixing prices, but the actual determination of the price should be a semi-judicial function.

"This means that wherever prices are determined by the government it is es-

(Continued on page 68.)

Christmas Bells in War Time

By ARTHUR STRINGER

From spire and tower, in silvery tune,
The chimes like birds take flight,
Where that dim golden boat, the moon,
Drifts slowly down the night.

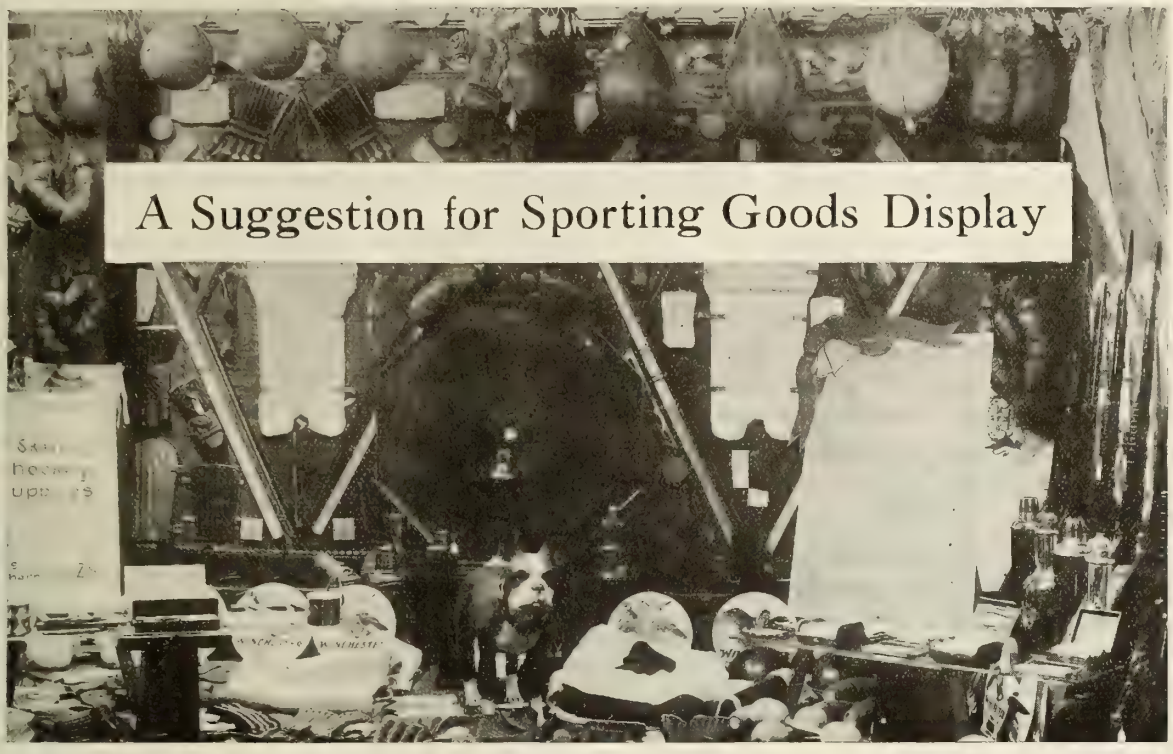
Aloud, alert, alone, they cease
And wake, these midnight bells,
Proclaiming, through their clamor, Peace
Where Peace no longer dwells.

Yet chime by chime, like homing birds,
They float, soar up, recede,
A gust of old-time gladdening words
That back to Sorrow lead.

For as we listen, bell by bell,
They bring about us here
Our ghostly dead who sleep so well
We dare not dream them near.

So be still blithe, O Bells, and gay,
Since through the old glad sound
Our dead come home this Christmas Day
From grave-strewn Flanders' ground!

Reprinted by courtesy MacLean's Magazine.



THERE IS STILL TIME

EFFECTIVE *window displays are by no means confined to any one department. The photograph above shows a very effective display arranged with goods taken from the sporting goods department, and during the past few weeks displays embracing goods from almost every department of the store have been reproduced. These are shown with the idea of offering suggestions to retailers from which a basis for their own displays may be adopted.*

THERE IS STILL TIME for retailers to have their displays photographed and entered in HARDWARE AND METAL'S *annual Christmas window display contest. The growing interest evinced by Canadian retail hardwaremen in this contest is evidenced in a wider and more representative response each year.*

Two contests will be conducted in accordance with past custom—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions are set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.

SEND IN YOUR ENTRY NOW

EIGHT PRIZES WILL BE OFFERED AS FOLLOWS:

Places under 5,000.		Places of 5,000 and Over.	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

The contest closes Tuesday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Ave., Toronto," and marked "For Christmas Window Contest."*

EDITORIAL COMMENT

A HAPPY CHRISTMAS

THOUGH in these days of war a little of the old-time merriment and good cheer may have dropped out of the Christmas celebration, though those who were once the centre of the festive gatherings may on this day be looking out across a shell-swept No-Man's Land, and the memory of this may cast its shadow on the day. Yet it is a day dear to the hearts of men, now as always.

We are living in serious times, and have been faced with great sacrifices and still further sacrifices will be necessary. But despite all this we may still face the Christmas season with a high courage and a happy heart; with our confidence still unshaken in the justice of the cause for which we fight; with our belief still firm in the assurance of an ultimate vindication and with the knowledge that generations yet unborn will reap from this bitter harvest of suffering and sorrow and tears in a better age, a better land and a kindlier civilization than we have ever known.

Surely despite the shadow of war this may still be a happy Christmas season. It is the sincere wish of the Editors of HARDWARE AND METAL that to every hardwareman there may be abounding reasons for a happy Christmas, that the Christmas spirit will pervade every home and that health, happiness and prosperity may be your portion during 1918.

UNION GOVERNMENT FOR CANADA

THE elections on Monday, in so far as the voting in Canada is concerned, resulted in the return of Union Government by a large majority. It is evident the electors have faith in the principle of Union and most assuredly the administration of the country's affairs demands efficient handling which it is to be hoped will result from this getting together of forces.

One of the gravest responsibilities that any Canadian Government could face is that of spending the $150,000,000 subscribed during the Victory Loan campaign. When it became known that the amount subscribed had run to such colossal figures, thinking men became grave. Governments run naturally to extravagance. Would the fact of such a grand total have the effect of breaking down frugal scruples on the part of those who direct the national expenditures? Would the government exercise a less rigorous degree of control over spending departments?

Union Government will have at least one demand made upon it: that is a frugality, a husbanding of our available funds such as would have been necessary had the total not run over the minimum objective of $150,000,000. Had that amount only been secured the Government would have been compelled to watch every dollar expended with hawk-like vigilance. It would have been a case of stretching every dollar to the maximum of its buying power. Those men now in power must see that the same degree of caution that would have been necessary in that contingency is employed.

The confidence of the people of Canada, expressed in the magnificent size of their Victory Loan investments, must not be accepted as an excuse for extravagance.

The Victory Loan must be paid back. Heavy interest charges must be met. The policy of the Government must be one of frugality and rigorous economy.

HANDLING PRICE ADVANCES

DISCUSSIONS as to whether a merchant should apply an advanced price to stock on hand or not usually end with the advocates of either procedure holding to their own views. There is no uniform method adopted although it is generally supposed that the dealer keeps his prices level with the market but this is not always the case.

The right of the merchant to ask the increased price for his goods on hand which have advanced is generally conceded, just as a decrease would result in his having to mark his goods down. However, there are many merchants who prefer not to take advantage of a change in price, their justification being their desire to speed up turnover.

With such a varied practice, some confusion undoubtedly results and more so under present disturbed market conditions. However, it must be taken into account that the rapid changes which have gone into effect since the outbreak of war will in many cases undergo a revision downward when abnormal conditions cease to exist. It is on a rising market that the merchant must increase his bank balance and in this way prepare for the day of the declining market.

How Grocery Trade Will be Regulated

All Food Merchandising Agencies to be Systematized and Regulated — Many Much Disputed Points to be Finally Settled—Profits on a Pre-War Basis—Full Details of Proposed Changes.

AT a meeting held in the Food Controller's office, Excelsior Life Building, Toronto, on Tuesday morning of this week an enthusiastic ratification was given by representative manufacturers to the Food Committee's Program that was outlined in last week's HARDWARE AND METAL. The Hon. W. J. Hanna in referring to the matter at the conclusion of the meeting gave it to be understood that definite action along these lines would be forthcoming, and that very quickly.

As announced last week all food distributors are to be licensed and their status in the distribution of food products is to be clearly defined. The present move of the government would seem to forecast similar steps in other directions and whereas the agitation has been centered on food stuffs, there is every reason to believe that government supervision will extend to all branches of the trade.

The main points of this regulation that will in all probability become effective within the next week or so are as follows:

THE REGULATIONS PROPOSED

The Licensing of Every Present and Future Channel of Distribution.
This will mean that all the distributing activities at present in existence will be licensed, and so regulated, and that anyone desiring to enter any of these branches of the distributing activity must assure the Food Controller of their willingness and ability to meet these conditions.

Retailer Must Live Up to Minimum Standard of Equipment to Obtain License.
The sanitary conditions and equipment must be satisfactory to the Food Controller, and the applicant must have not less than two years' training in the business.

The Distributing Activities to be Definitely Defined.
There is a set statement as to what constitutes a manufacturer, wholesaler, wholesale jobber, commission merchant, broker and retailer.

The Licenses Will Mean Regulation.
Licensed dealers must keep proper books, and take stock at least yearly. They shall not make profits in excess of pre-war profits. The licenses are not transferable, and must appear on all stationery and advertising matter. On certain lines the dealers may be required to make monthly reports of holdings.

License Fees Will Be Graded.
The license fee will be very moderate for the retailer, and will increase in proportion as the business increases.

A Penalty for Buying From Unlicensed Firms Who are Supposed to be Licensed.
It shall be an offence to purchase goods from a firm who should be licensed, but who has failed to take out a license. Subject to fine and possible cancellation of license of purchaser.

Combination Sales Forbidden.
No merchant shall be permitted to make the sale of any goods conditional on other sales. This clause will effectively deal with many so-called co-operative distributing agencies.

The Contract Selling Plan Sustained.
The manufacturer who has established a reasonable selling price may refuse to sell merchants who violate his selling contract.

No Discriminatory Price Will be Permitted.
On proprietary brands the manufacturer shall not have the right to discriminate by better terms or price (having regard to quantity) between one retailer and another.

Any Rebating Forbidden.
Any rebate on the part of any wholesaler shall be considered as an infringement of the Secret Commissions Act and render the party rebating subject to serious penalties.

Wholesalers' Books Shall be Open to Food Controller.

Wholesaler, Commission Merchant and Broker Must Not Sell to Consumer Except Under Retail License.
This license number must, of course, appear on all his forms and letterheads.

Wholesaler Must Make Monthly Reports to Food Controller.

THE COMMITTEE RECOMMENDS

Prevention of Overlapping in Work of Travellers.
Limits will be set to the number of times travellers may call on the trade.

Centralized Delivery System Proposed.

The Creation of an Organization to Administer these Provisions.

System of Stock Returns to Permit the Equitable Distribution of Supplies.

The Setting of a Profit on the Basis of Pre-War Profits.

THE report of the committee of the grocery trade that has been endorsed by manufacturers, wholesalers and retailers, and that has been submitted to the Hon. W. J. Hanna, and will in all probability become effective within a very brief space of time, begins with a preamble pointing out the necessity of organization if the necessary regulation of the trade is to be efficiently and intelligently carried out. This proposed organization would be able to exercise discipline in the different channels of distribution, making injustice to the individual an impossibility. The preamble also points out the necessity of clearness and conciseness in such an act; and that there must also be no hesitation in maintaining the principles outlined, and punishing any failure to meet these conditions.

The changing conditions of the times, it is pointed out, has led to privations and difficulty, and the food distributors have often been wrongfully accused of being the parties responsible for these conditions. It is pointed out as opposed to this charge that thoughtful decisions of the judges of the courts of Canada have maintained that the distribution of the manufacturer through the jobber, wholesaler and retailer is the most economical method of distribution.

That the conditions prevalent at present may be successfully met is the idea at the back of this preamble, following this effective putting of the case.

The report then continues as follows:

SUGAR

To sell goods for less than cost inflicts an injury, which demands a corresponding overcharge if the seller is to continue doing business, and thus creates a double wrong, and is vicious in principle and entirely contrary to sound business morals.

It is true beyond successful contradiction, and with a fuller knowledge it becomes a generally admitted fact, that the grocery trade has for many years sold sugar on a less margin than the actual cost of distribution.

It is further true, and is also admitted by those familiar with the subject, that the wholesale grocer can, and does, distribute sugar for a substantially smaller sum of money than the refiner could distribute it to the retail trade direct.

As stated, sugar has been distributed on a margin allowed by the refiner, which is considerably less than the actual cost of distribution, and it is unfair and undesirable that any business or enterprise should be conducted at a loss. The refiners allow the wholesale trade in the East 30c per 100 lbs., involving an investment of over $9.00, out of which 1% is allowed the retailer for cash, which is 9c per 100 lbs., leaving the wholesaler 21c per 100 lbs., or a fraction over 2%. This is the margin the wholesaler is allowed to provide for handling sugar into and out of his warehouse, storing, insuring, carting, charging to customers, collecting accounts, and loss by bad debts, besides overhead charges. It is obvious that the wholesale grocer loses money on every pound of sugar he sells.

Under such circumstances, where it is admitted that the wholesale grocer can distribute sugar at less than it would cost the refiner, and where it is clearly demonstrated that he does distribute it for less than it would cost the refiner, is it not a serious reflection on the

intelligence or honesty of the press and public when they continue to denounce the middleman as a profiteer and a grafter? The same is true so far as the wholesaler distributing all other manufactured goods at a less cost than the manufacturer could distribute them direct. In view of the conditions here stated, which are, beyond question, correct, would it not be fair to inform the public that the wholesale trade is really an economic factor in the conveyance of goods from the producer to the consumer?

CARTAGE

Your Committee, after consulting with a Committee of Retailers, are of opinion that such economy could be effected by a system of union or merged or central delivery, and would suggest that you take prompt measures to put the matter before the retail trade of all towns and cities of a population of 5,000, or over.

We further suggest that in bringing this matter to the attention of the retail trade, you, at the same time, should outline to them a practical plan for their consideration, so that immediate steps may be taken to put same into force.

PROPER REGULATIONS OF TRADE

For the proper and successful carrying out of the suggestions set forth in our report, we specially direct your attention to the absolute necessity of licensing all classes of manufacturers, wholesalers and retailers handling any household necessities.

Apart from the fact that it would be unfair to put some classes of trade dealing in food products under Food Control regulations, and at the same time overlook others, in our judgment it would be impossible to obtain the satisfactory result you are striving for, and in which effort we are willing and anxious to assist, unless every present and future channel of distribution to the consumer is so regulated and licensed.

Manufacturers, wholesale and retail grocers are not the only purveyors of food products.

Such lines are also sold by wholesale and retail produce dealers, wholesale and retail fish dealers, wholesale and retail flour and feed dealers, wholesale and retail butchers, wholesale and retail fruit and vegetable dealers.

All these are avenues of distribution to the consumer, and form a very large factor of which we must not be unmindful. Our report does not cover the various lines mentioned, but similar rules and regulations as outlined to apply to wholesale and retail grocers should be adopted for the other classes of trade.

TRADE CLASSIFICATION AND RULES AND REGULATIONS ADOPTED BY THE FOOD CONTROL ADMINISTRATION

For the purpose of conveniently carrying out the plan governing the conduct of trade under the Food Control Administration, it is, in our opinion, necessary to define the various classes and departments of trade, as well as adopt rules and regulations governing same.

So far as possible, the enumerated groups are intended to cover all classes of trade dealing in food products and goods generally used and recognized as necessary for household consumption.

This classification is covered in the following manner:—

1. Manufacturers
2. Wholesalers
3. Wholesale Jobbers
4. Commission Merchants
5. Brokers
6. Retail Merchants

The above groups are intended to cover all classes dealing in food products, and such other lines as are recognized as necessary for household consumption.

If it should be found that in active practice the sale of food products is conducted by other than the enumerated lines of trade, and it should become necessary to regulate same, further classification may be added.

The rules and regulations governing the already enumerated classes of trade are made with a view to fair dealing, and to prevent dishonest practices that may have been followed in the past on account of there being up to the present no clearly defined rules for the conduct of business.

DEFINITIONS AND CLASSIFICATION OF TRADE FOR THE PURPOSE OF THIS REPORT

Class 1.

Manufacturer.—A manufacturer is one who makes from his raw materials or other products a finished or partly finished article or articles, which may be put upon the Canadian market for household consumption, either in bulk form or in packages, and it may be under a proprietary or advertised brand.

Class 2.

Wholesaler.—A wholesaler is one who has no retail counter, and who does not sell to the consumer direct.

Class 3.

Wholesale Jobbers.—A wholesale jobber is one who regularly deals in merchandise, acting as an importer or dealer on his own account, and sells only to the manufacturers and wholesale trade.

Class 4.

Commission Agent.—A commission agent is one who handles goods for the owner on a commission basis only.

Class 5.

Broker.—A broker is one who acts as an intermediary between seller and buyer, selling on a brokerage or commission basis, and shall not be in any way directly or indirectly interested in the profit on the sale of goods he handles.

Class 6.

Retail Merchants.—Retail merchants are those regularly established in business for the sale of goods direct to the consumer.

SPECIAL COMMITTEE OF RETAILERS ENDORSE POLICY.

Ottawa, December 10th, 1917.

We, the undersigned members of a Special Committee of the "Grocers' Section" of the Retail Merchants' Association of Canada, Incorporated, representing the Retail Grocery Trade of Canada, having met to consider what assistance we could give to the Food Controller, in order to enable him to best conserve the food products of Canada through a properly organized system of distribution, and having submitted our report to your Committee, which covers the most important feature in connection with your enquiry regarding the retail grocery trade, and having also considered very carefully the report which was prepared by the members of your Committee, representing the Wholesale Grocery Trade, we have much pleasure in unanimously endorsing the same, and we will use our best efforts to do all we can to assist the Food Controller to have the principles set out therein carried out, as we believe that by so doing the trade, as well as the consuming public, will be greatly benefited thereby.

Members of Special Committee.

D. W. Clark (Chairman), Toronto; D. McLean, Toronto; W. C. Miller, Toronto; A. Laniel, Montreal; J. Sansregret, Montreal; T. Bowman, Ottawa; B. G. Crabtree, Ottawa; R. C. Cummings, Ottawa; J. C. Campbell, Ottawa; E. M. Trowern, Ottawa.

Signed on behalf of the above Committee.

E. M. TROWERN,
Secretary, Dominion Board,
Ottawa.

RULES AND REGULATIONS GOVERNING THE SALE OF ALL CLASSES OF FOOD PRODUCTS SOLD IN CANADA BY PERSONS, FIRMS OR CORPORATIONS CARRYING ON BUSINESS UNDER THE CLASSIFICATIONS AS SET FORTH IN CLASSES 1, 2, 3, 4, 5 AND 6.

Rule 1.

All Food Purveyors Subject to License.—Every person, firm or corporation engaged in the sale of food products in Canada, shall be subject to license or regulations of the Food Controller.

Rule 2.

Licensed Dealers.—Every person, firm or corporation engaged in the sale of food products in Canada, who shall be required by the Food Controller to do business under license, shall keep proper books of account, shall take stock at least once in twelve months, and shall prepare annually a financial statement showing assets and liabilities.

Rule 3.

To Prevent Profiteering.—Every manufacturer, wholesaler, wholesale jobber, commission merchant, broker and retailer, shall be under direction of the Food Controller, and shall not be permitted to make profits in excess of pre-war profits.

Rule 4.

License Not Transferable.—Licenses are not transferable.

Rule 5.

Display all License Numbers.—License numbers shall appear on all invoices, copies of orders left with purchasers, also on all letterheads and communications. In cases where more than one license is taken out, all license numbers must be shown.

Rule 6.

Advertisements.—Every licensee shall display the number of his license on all his advertisements.

(NOTE.—An amendment was passed, making it necessary to show license numbers only on advertisements where prices were quoted.)

Rule 7.

Monthly Reports.—On the lines enumerated under Rule 8, and such other lines as may be added, all licensees may be required to make monthly reports, in duplicate, on forms to be supplied by the Food Controller (the licensee keeping the duplicate on file in his office) showing the stock on hand on the last day of each month, together with the arrivals during said month. Such reports must be mailed to the Food Controller or his agent on or before the fifteenth day of the following month.

Rule 8.

Enumerated Lines.—The following are the enumerated lines of goods referred to in Rule 7:—

Sugar.
Oleomargarine.
Cheese (bulk Canadian).
Canned Goods: Tomatoes, Corn, Peas, Beans, Pork and Beans, Corned Beef, Salmon, Condensed Milk, Evaporated Milk.
Dried Beans (Canadian).
Rice.
Prunes.
Raisins.

And such other lines as may be added by the Food Controller.

Rule 9.

Application For License.—Application for license must be on form prescribed by the Food Controller, and must be accompanied by cheque and statement of the class of business or businesses under which the applicant desires to be licensed.

Every person, firm or corporation doing business under more than one class—where licenses are required—must obtain a separate license for each class in which he does business.

Rule 10.

License for Classes 1, 2 and 3.—The annual license fee for Classes 1, 2 and 3 shall be on the following basis:—

$50 for annual turnover of $500,000, or under, and $5.00 additional for each $100,000.

Rule 11.

License Fees for Classes 4 and 5.—The annual license fee for Classes 4 and 5 shall be $50.00.

Rule 12.

License Fees for Class 6.—The license fees for retailers shall be on the following basis:—

Turnover of	$20,000	or less.....	$1.00	per	annum
"	" 20,000	" $40,000...	2.00	"	"
"	" 40,000	" 60,000...	3.00	"	"
"	" 60,000	" 80,000...	4.00	"	"
"	" 80,000	" 100,000...	5.00	"	"

and $5.00 for each additional $100,000 turnover.

Rule 13.

Penalty Clause.—No person shall knowingly buy any food commodity in the Dominion of Canada from any unlicensed person, firm or corporation required to have a license under these regulations. The penalty for deliberate violations of the Food Controller's Regulations shall be a fine of not less than $50.00 for the first offence, $100.00 for the second offence, $500.00 for the third offence, or cancellation of license at the discretion of the Food Controller.

Failure to make application to take out a license within fifteen days after being duly notified by the Food Controller will subject such person, firm or corporation to a fine of not less than double the license fee, and a further penalty of $5.00 per day for each day delinquent after such notice.

Rule 14.

Combination Sales.—No retail merchant shall be permitted to sell or offer to sell any article on the condition that purchaser shall be required to buy other goods. Each article must be sold on its merits and not in combination.

REGULATIONS GOVERNING THE LICENSING OF MANUFACTURERS.

Rule 1.

A manufacturer of food stuffs for household consumption must be licensed to do business in Canada.

Rule 2.

A manufacturer shall have the right to sell his goods on the following basis:—

1. Direct to the consumer.
2. To the consumer through the retailer.
3. To the consumer through the wholesaler and retailer.

Rule 3.

In the sale of any proprietory or trade-marked line of goods to the consumer, through the medium of the wholesaler and retailer, and upon which the manufacturer has established a reasonable selling price to the consumer, and who is using the retailer and wholesaler as a medium of reaching the consumer, the manufacturer shall have the right to protect his interests (and that of the trade who are assisting in the distribution of his products) by refusing to supply any dealer who violates his selling contract.

Rule 4.

On any proprietory or trade-marked brand, the manufacturer shall not have the right (having regard to quantity) to sell to one retailer on a better basis as to price and terms than to another retailer, neither shall he have the right to sell to a wholesaler on a lower basis of price, quantity and terms than to another wholesaler, having regard to the price, quantity and terms ruling on the date of sale.

FORM OF APPLICATION FOR MANUFACTURERS

I/We, the undersigned, carrying on a manufacturing business in.....

.....

(Here name lines manufactured)

do hereby make application for license to manufacture in Canada.

Our cheque, payable to the Food Controller, accompanies this application, and we undertake to conform to the rules and regulations as laid down by the Food Controller from time to time.

Our turnover for last year was:—

.....

(Here give turnover)

.....

(Signature of applicant)

.....

(State place of business)

REGULATIONS GOVERNING LICENSES

Class 2.

Wholesalers must be licensed to do business in Canada.

1. Wholesalers may import, buy from, or sell to, other members of the trade, manufacturers or producers, either direct or through the medium of brokers or manufacturers' agents.

2. A wholesaler in selling to another wholesaler shall be expected to allow a reasonable share of his margin over cost, but in no case shall he be permitted to sell at a higher figure than the regular price of such goods.

3. A wholesaler selling a proprietory or copyrighted brand of food products, the price and terms of which have been fixed to the retail trade by the manufacturers or packer thereof, shall not be permitted to charge more than the price fixed by the manufacturer or packer, and to sell at less than the stipulated price by rebating or otherwise will be considered equivalent to a violation of the Secret Commissions Act, and will render the offender subject to such penalty as the Food Controller may impose, but shall not be less than $50.00, and if persisted in shall involve the cancellation of his license.

4. To prevent profiteering, the wholesaler shall be under control of the Food Controller as to his profits, and will not be permitted to sell at more than a reasonable profit. To guard against excessive profits being charged, his books and records shall at all times be open to inspection by the Food Controller or his agents, and such records shall be kept so as to show distinctly the cost and selling prices of any staple article upon which monthly returns are required. Should it be found by such inspection that excessive prices are being charged, the Food Controller may take whatever action he may deem necessary in order to prevent a recurrence of such practice, or at his discretion may cancel the license.

FORM OF APPLICATION FOR WHOLESALE GROCERS

Class 2.

I/We, the undersigned, carrying on a wholesale grocery business, do hereby make application for license to trade as wholesale grocers under Class 2 of the Food Controller's Regulations.

I/We beg to state that our business is being carried on as a strictly wholesale grocery business (and is not a concern whose members or stockholders are made up of retail merchants) and we are not in any way connected directly or indirectly with any plan or agreement by which our stockholders are to receive dividends, rebates or allowances on the basis of their purchases.

My/Our cheque (payable to the Food Controller) accompanies this application, and we undertake to conform to the rules and regulations as laid down by the Food Controller from time to time.

My/Our turnover for last year was:—

.....

(Here give turnover)

.....

(Signature of applicant)

.....

(Place of business)

REGULATIONS GOVERNING LICENSES OF WHOLESALE JOBBER

Class 3.

Rule 1.—A wholesale jobber may import, buy from, or sell to, other members of the wholesale trade, either direct or through the medium of brokers. If such wholesale jobber shall sell also in the retail trade, he shall in addition be required to take out a license under Class 2.

Rule 2.—A wholesale jobber shall be required to make monthly reports on all such lines as may be required by the Food Controller.

Rule 3.—The annual license fee for Classes 2 and 3 shall be on the following basis:—

$50.00 for a turnover of $500,000 or under, and $5.00 additional for each additional $100,000.

Rule 4.—To prevent profiteering, a wholesale jobber shall be under control of the Food Controller as to his profits, and will not be permitted to sell at more than a reasonable price. To guard against excessive profits being charged, his books and records shall at all times be open to inspection by the Food Controller or his agent, and such records shall be kept so as to show distinctly the cost and selling price of any staple article upon which monthly returns are required, and should it be found by such inspection that excessive prices are being charged the Food Controller may take whatever action he may deem necessary in order to prevent a recurrence of such practice, or at his discretion may cancel the license.

MANUFACTURERS, WHOLESALERS AND RETAILERS ENDORSE ACTION.

We, representing as we do, the trade from manufacturers to retailers, and realizing the deep obligation upon us as handlers of foodstuffs to conserve the food supplies of all classes of the community so as to adequately feed our brothers in arms and those allied with us, believe that constructive legislation is necessary to avoid bringing into unjustifiable disrepute a majority of honest traders, and at the same time to avoid profiteering, and the unnecessary waste of foodstuffs. We are, therefore, in accord with the Food Controller's idea to proceed as rapidly as possible with Government rules and regulations to regulate those engaged in supplying the necessaries of life. Having studied the working of food control in the United States we hereby express our willingness to give our best assistance and support in carrying out such regulations as may be made by the Food Controller from time to time. We also express the hope that such regulations may be made as simple as possible for the better carrying out of the same.

This resolution was moved at the meeting on Tuesday by H. G. Flint, of the Canadian Shredded Wheat Co., and seconded by R. L. Innis, of the Dominion Canners, and unanimously adopted

FORM OF APPLICATION FOR WHOLESALE JOBBER

Class 3.

I/We hereby make application for license as a wholesale jobber.

My/Our business is not directly or indirectly connected with any plan by which any stockholder in our firm or corporation is to receive dividends, rebates or allowances on the basis of their purchases.

My/Our cheque, payable to the Food Controller, accompanies this application, and we undertake to conform to the rules and regulations as laid down by the Food Controller from time to time.

My/Our turnover last year was:—

.....

(Here give turnover)

.....

(Signature of applicant)

.....

(Place of business)

REGULATIONS GOVERNING LICENSES FOR COMMISSION AGENTS, OR COMMISSION MERCHANTS

Class 4.

Rule 1.—A commission agent or merchant shall not charge directly or indirectly a commission on the sale of food commodities in excess of that which ordinarily or customarily prevails under normal conditions in the locality in which such commission agent's or merchant's business is located, and in the particular branch of trade in question.

Rule 2.—The licensee shall remit promptly following the sale of food commodities received on consignment, and shall render to the consignor an account showing the true sales, and with charges only for service actually performed and expenses actually incurred by the licensee.

Rule 3.—The licensee shall not charge or receive for himself, on the sale of any food commodities, both a commission and an extra profit, except as provided in Rule 4 following.

Rule 4.—The licensee shall not directly or indirectly sell consigned food commodities, with the sale of which he is entrusted on commission, to himself, or to anyone interested with him, or interested in his firm for the purpose of re-sale.

Rule 5.—The license fee for a commission agent or merchant shall be $50.00 per annum.

FORM OF APPLICATION FOR COMMISSION MERCHANTS OR AGENTS

Class 4.

I/We hereby make application for license to trade as commission agents. We agree to conform to the rules and regulations governing our business (Class 4) Food Controller's Regulations.

My/Our cheque for $50.00 payable to the Food Controller, accompanies this application.

.....

(Signature of applicant)

.....

(Place of business)

REGULATIONS GOVERNING THE LICENSING OF BROKERS

Class 5.

Rule 1.—No broker shall buy or sell any food commodity for his own account unless he is also regularly engaged in or holds himself out to the trade as conducting a business other than on a brokerage basis.

Rule 2.—Any broker conducting business on other than a brokerage basis shall be required to take out an additional license covering the other class in which such broker does business. Providing always that in no case shall such transaction be of the nature of a speculative one.

Rule 3.—If the broker does business under Class 3, to prevent profiteering, he shall be under control of the Food Controller as to his profits, and will not be permitted to sell at more than a reasonable price. To guard against excessive profits being charged, his books and records shall at all times be open to inspection by the Food Controller or his agents, and such records shall be kept so as to show distinctly the cost and selling price of any articles upon which monthly returns are required, and should it be found by such inspection that excessive profits are being charged, the Food Controller may take whatever action he may deem necessary in order to prevent a recurrence of such practice, or at his discretion may cancel the license.

Rule 4.—The license fee for brokers doing business under Class 5 shall be $50.00 per annum.

Rule 5.—In the event of a broker carrying on business under any other classification than Class 5, he shall be subject to the regulations governing either or all of the other classes of trade.

FORM OF APPLICATION FOR BROKERS

Class 5.

I/We hereby make application for license to trade as brokers, under Class 5 of the Food Controller's Regulations.

I/We agree to conform to the regulations.

My/Our cheque for $50.00, payable to the Food Controller, accompanies this application.

.....

(Signature of applicant)

.....

(Place of business)

REGULATIONS GOVERNING THE LICENSING OF RETAIL GROCERS

Class 6

Definition of Retail Grocer.—A retail grocer is one who sells direct to the consumer, and deals in the following enumerated lines:—

Cereals, flour, bread, biscuits, starches, baking powder, etc.

Sugar, syrups, confectionery.

Vegetables, potatoes, tubers and other root crops, and culinary vegetables.

Fruits and nuts.

Preserved meats and food preparations.

Preserved fish and preparations.

Dairy products, milk, butter, cheese, eggs and poultry.

Aromatics and condiments, coffee, chocolate, tea, spices, flavoring extracts, essence.

Fats, oils, soaps, candles, kerosene, vinegar.

Preserved fruits and vegetables, jams, jellies, etc.

Detergents and apparatus, alkalis, brushes, sponges, brooms, matches, etc.

(Continued on page 68.)

EVENTS IN THE TRADE

INDUSTRIAL NOTES

Moose Jaw, Sask.—Line, Hansen & Kimball Co., auto' accessories, has been succeeded by Line & Kimball.

Regina, Sask.—International Harvester Co. of Canada, Ltd., has increased its capital from $1,000,000 to $15,000,000.

Brantford, Ont.—The Steel Company of Canada propose building an addition to their plant here at a cost of $100,000.

Hamilton, Ont. — Cummer-Dowswell, Ltd., manufacturers of wringers, etc., have changed name to Dowswell, Lees & Co., Ltd.

Toronto, Ont.—The city architect has granted a permit to the Canadian Fairbanks-Morse Co. to erect a one-storey munition shop adjacent to their present plant on Bloor Street. The estimated cost is $5,000.

Detroit, Mich.—Local capitalists have organized the Detroit Shell Company with a capital of $2,000,000 and possessing an initial order for $30,000,000 worth of munitions. John Kelsey, president of the Kelsey Wheel Co., is head of the new organization. The industry will employ between 8,000 and 10,000 men.

Sault Ste. Marie, Ont.—The Algoma Steel Corporation will make considerable additions and improvements to its plant, including the installation of 25 by-product coke ovens, with by-product equipment. Construction will be started immediately, and it is expected that the plant will be completed by the middle of 1918. The contract for the installation of the coke ovens has been awarded to the Wilputte Coke Oven Corporation, New York.

MONTREAL NEWS

Mr. Kearns, of B. & S. H. Thompson, was a Quebec visitor the past week.

Mr. Martin of the Channel Chemical Co. of Toronto was a visitor to Montreal this week.

The Sprustex Company of Chicago was represented in Montreal this week by Mr. Davidson.

Robert Misson of the Sherwin-Williams paint staff has been confined to his home through illness.

Harry James, of Shurley & Dietrich, Galt, was a Montreal visitor this week calling on the hardware trade.

E. W. Poole of the firm of McArthur Irwin, painters' supplies and manufacturers, is spending a few days in Toronto.

C. W. Robinson of the Chicago Spring Butt Company was a business visitor this week, calling on the trade in interests of his firm.

APPOINTED MANAGING DIRECTOR

H. M. Ashby Appointed Managing Director of the Sherwin-Williams Co. of Canada

H. M. Ashby who in October, 1915, was appointed general manager of the Sherwin-Williams Co. of Canada has been appointed managing director of this firm. Mr. Ashby was born in London, England, and came to America a number of years ago, starting in with the Alston Mfg. Co., later becoming connected with the Sherwin-Williams Co., paying particular attention to manufacturing and organization work.

H. M. ASHBY,

Appointed Managing Director of the Sherwin-Williams Co. of Canada at last Directors' Meeting.

His ability soon won him the important position of manager of the Chicago division of the Sherwin-Williams Co. of America. In October, 1915, Mr. Ashby gave up this position to assume the duties of general manager of the Sherwin-Williams Co. of Canada. Under his able managership the company has continued its growth, and at the recent directors' meeting he was appointed managing director of the Sherwin-Williams Co. of Canada. Mr. Ashby will continue to manage and direct the operations of the company as he has been doing for the past two years.

PERSONALS

G. H. Smith has been elected president of the International Petroleum Co., succeeding Walter C. Teagle.

Herbert Johnston has been appointed Canadian sales manager of the Armstrong Whitworth Co. of Canada, Montreal, not city sales manager as was stated in last week's issue.

Frank Stott and O. Jacobs, representatives of the Miller Morse Hardware Co., Winnipeg, were callers at HARDWARE AND METAL'S offices, Toronto, this week, on their way to their homes in Cobourg, Ont.

Service Force Convene

The McGraw Tire & Rubber Company's service force held a three-days' convention from November 26 to 29. The policies to be effective in future work were defined. Furtherance of trade educational service was discussed to demonstrate the value of tire conservation. The "Care of Tires" book recently issued, which explains ways and means of lengthening tire mileage, was favorably commented on by the force.

INCORPORATIONS

Barrie, Ont.—Otton Hardware Co., Ltd., has been granted Provincial charter.

LIEUT. CECIL J. BEACHAM DIES

Lieut. Cecil J. Beacham who for many years represented British manufacturers in Canada and other parts of the world fell in action near Ypres on October 9, 1917. Lieut. Beacham enlisted in Canada in January, 1916, and received his commission in France on June 25 of this year. Lieut. Beacham represented among others Abel Morrall, Ltd., Clive Works, Redditch; Newey Bros., Birmingham, and F. and H. Ayres, sporting goods manufacturers, London.

SILVEX CO. INSTAL EXTRA EQUIPMENT

The Silvex Company, makers of Bethlehem Spark Plugs and other automobile accessories, are installing much new equipment in their new factory, including a battery of thirty Gridley Automatics. These, together with those taken from the old plant, will be used in turning out shells and glands for spark plugs.

Under normal operation the new Silvex plant will now have a capacity of 50,000 spark plugs for each eight-hour day.

METAL BILL DESTROYS GERMAN MONOPOLY

The British House of Commons has given second reading to the bill known as the Non-Ferrous Metal Bill which gives the Government control of all dealings in metals not containing iron, and is intended to destroy what hitherto has

been a virtual German monopoly in these metals. The bill has been criticized strongly inside and outside of Parliament.

BICYCLE DEALERS' ASSOCIATION GROWS

Ottawa Valley Bicycle Dealers' Association Becomes a Unit in National Association of Canada—Officers Elected

Ottawa, Ontario.—At a war-time banquet in the Russell Hotel, Ottawa, on Wednesday evening, December 12, the Ottawa Valley Bicycle Dealers' Association was formally organized as a unit in the National Bicycle Dealers' Association of Canada. In addition to the adoption of a constitution and the election of officers, the members of the new body dealt with plans for various matters for the coming season. It was decided to hold a "Bicycle Week" in the late spring and steps were taken for the holding of a bicycle road race. A trophy for this event was promised the Dunlop Tire & Rubber Goods Company. The membership fee for the new association was placed at $2 per year. Officers were elected as follows:—President, George Henzell; vice-president, Fred Hurd; secretary-treasurer, Herb Howe. The executive committee is composed of the above and H. Byshe and George Bourne.

Store and salesmanship methods and the advantages of co-operation between the dealers with respect to hours, demonstrations, service and window-dressing arrangements formed the subjects for a number of instructive speeches by local retailers and visitors. Addresses along these lines were made by four trade representatives of Toronto, including Messrs George Braden, D. J. Rogerson, E. M. Peer and W. M. Gladish.

"There is no satisfaction in one man trying to undersell his competitor by five or ten cents," declared Mr. Rogerson, who pointed out that the manufacturers stood with their hands tied if they did not enjoy the support of the retailers and if the latter did not try to co-operate among themselves.

E. M. Peer, Canada Cycle Motor Co. of Toronto, declared that the bicycle industry in Canada was getting back quite a few of its expert mechanics and the result was already being noticed in both quantity and quality. He also drew attention to the great success of bicycle week last spring all over the country because of co-operative methods. He emphasized the value of a "stunt" in advertising a bicycle store.

"Does everybody in Ottawa know that you are in business?" asked W. M. Gladish of Toronto in describing many methods and opportunities which dealers could use to boost business. "In all the cities and towns which I have visited during the past few months I have found that practically all bicycle dealers have doubled their floor space or doubled their orders for stock and have doubled their sales during the past year."

BICYCLE DEALERS' CONVENTION

Montreal, Quebec. — Plans are under way for the holding of a bicycle dealers' convention in Montreal during the Montreal Motor Show, January 19 to 26, for the purpose of organizing a Provincial Bicycle Dealers' Association for Quebec as a branch of the National Bicycle Dealers' Association of Canada. A feature of this gathering will be that a number of the bicycle and tire manufacturers will have exhibits at the show.

ONE IN TEN BOUGHT VICTORY BONDS

The latest returns in the Victory Loan campaign show a total of 782,714 subscribers, or one subscriber for every ten people in Canada. This establishes a new record with respect to the proportion of the population of a country subscribing to its War Loans.

The achievement in connection with

HON. F. COCHRANE.

Minister without Portfolio in the new Union Government who was elected for the riding of Temiskaming. Hon. F. Cochrane is head of the Cochrane Hardware Co, Sudbury, Sault Ste. Marie, North Bay, Cochrane, Copper Cliff, Ont.

—International Press Service.

Canada's Victory Loan, while primarily due to the splendid spirit of patriotism that pervades the country, is another evidence of what may be accomplished through advertising backed by an adequate selling organization.

Emphasis was placed in advertisements on the privilege and duty of every Canadian to assist in the war financing of his or her country, and upon the fact that if Canada's financial needs were to be met the great masses of the people would have to buy Victory Bonds. The meaning of a "bond" and the security behind Canada's Victory Bonds were explained in simple, every-day language. Similar educational work was done voluntarily by almost all newspapers through their news and editorial columns.

The press publicity created an atmosphere and a knowledge of the situation that in addition to securing large numbers of subscribers without personal solicitation made it possible for the personal workers to do their work quickly and effectively and with infinitely greater results than could have been obtained without the educational, inspirational and selling advertisements in the press.

MARITIME COMMERCIAL TRAVELLERS ELECT OFFICERS

W. H. Smith, of Robertson, Foster, & Smith, wholesale hardware, St. John, was elected president of the Maritime Commercial Travellers' Association at their annual meeting held in Halifax. Other officers elected include: Vice-president for N. S., C. W. Smith; vice-president for N.B., C. E. Patterson; directors for N.S., C. Blackie, F. W. Budd, Percy T. Strong, W. W. Lane, R. G. Morton, F. G. Carten; directors for N.B., L. C. Armstrong, E. R. Fenwick, E. A. Hoyt, M. H. Dunlop, J. C. Earle, G. G. Waters.

The annual report showed a membership of 1,278, of whom 714 are registered in Nova Scotia and 564 in New Brunswick. The membership shows a gain. The resources of the association show a total of $135,644, an increase of $7,588 during the year.

The chairman of the Halifax Relief Committee addressed the members, thanking them for valuable aid rendered during the week following the recent catastrophe. Instead of entertaining the members at the close of the meeting, according to the usual custom, the president-elect donated a sum equivalent to the cost of such entertainment to Halifax charitable institutions.

HARDWARE LETTER BOX

Auto Knitting Machine

F. Pook & Son, Selkirk, Man.—We would like to know where we can purchase an auto knitting machine or other make.

Canadian Auto Knitter Hosiery Co., Ltd., 257 College St., Toronto.—Ed.

Imperial Garland No. 14

E. Arcand, Lafleche, Sask.—Will you kindly let me know where I can get repairs for the Imperial Garland No. 14?

The Garland Stove & Foundry Co., Hamilton, Ont.—Ed.

Water Filters

C. W. Stockford, Atwood, Ont.—Can you tell me where to procure water filters?

Toronto Pottery Co., Toronto; McClary Mfg. Co., Toronto; Thos. Davidson Mfg. Co., Toronto.—Ed.

Waste Paper

Geo. S. Parker, Rainy River, Ont.—Can you give me address of firms buying waste paper and burlaps?

Frankel Bros., Toronto; E. Pullan, Toronto.—Ed.

Sheet Steel Manufacturer Offers Suggestions

States Fewer Gauges and Sizes Would Benefit Entire Trade —Outlines Reasons.

MANUFACTURERS of steel sheets have been experiencing some difficulty in taking care of orders placed with them—not so much from the volume of business, as from the variety in gauges and sizes. This point in relation to gauges and sizes was enlarged upon to HARDWARE AND METAL by one manufacturer who strongly advocates their reduction by sheet metal workers to a more efficient basis.

To emphasize his contention, this manufacturer stated that he had received an order from a jobber for shipment to a sheet metal worker for 23 items, the total amount of the order being 54 bundles.

We know sheet metal workers who carry a very limited number of sizes and gauges in stock and who can handle any job coming their way, and although at times they have what seems to be a little waste, yet in the end they do not waste a pound. In the interest of economy, conservation, and general efficiency in war time, and later on in time of peace, we would strongly recommend that the number of gauges and sizes called for by the sheet metal workers be reduced to a more efficient basis. We do not believe that this customer of our jobber needs 23 sizes so that he can do business effectively.

To summarize the benefits, if the boiling down process could be standardized or carried out properly, we would say:—

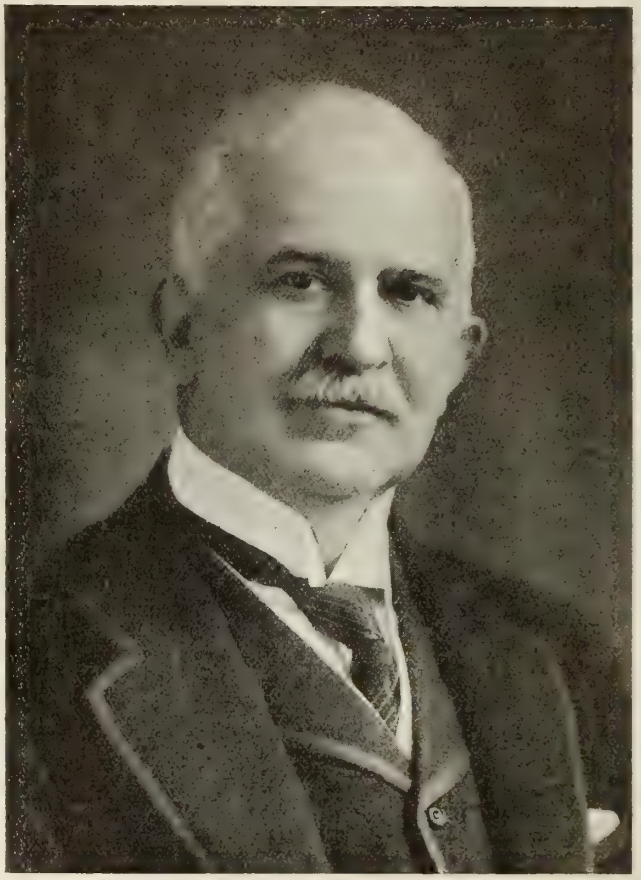
First—the steel plant rolling the sheet bars will execute the order more quickly because they like large items.

Second—the rolling mill making the black sheets will get out better tonnage on big items, and will also be inclined to give preference to good-sized orders, rather than small cut-up specifications.

Third—in making the galvanized sheets, it would be possible to carry a much better stock of each size if it were not necessary to have so many sizes and the same is true of gauges, hence quicker shipments could be made and the customers would not need to carry such large stocks, because they can depend on the manufacturer's stock.

Lastly—the sheet metal worker need not tie up so much money because he can get quicker shipment. He will need less space if he has fewer sizes and gauges. There would not be required so much handling and throwing around of the sheets, which is a very disagreeable item in the usual shop.

It is undoubtedly true that every time the rolls are changed in a steel mill, benefit to a certain customer results but the tonnage output of the mill is decreased. If certain specific forms of steel only are required the roll changing is a good thing but if the total tonnage output of the mill is to be stimulated it is just the contrary. If, as stated by this manufacturer, fewer gauges and sizes would result in increased tonnage without working any hardship on the sheet metal worker, the point might be well worth considering.



SIR A. E. KEMP

Overseas Minister of Militia, sustained in election on Monday in East Toronto. Sir A. E. Kemp is president of the Sheet Metal Products Co., Toronto.

International Press Service.

ONE-DELIVERY-A-DAY PLAN

The success of co-operative delivery in many towns and cities of Canada and the United States has been so evident that further curtailment of this part of store service to a one-delivery-a-day basis is now under the consideration of both governments. In the United States the following statement has been authorized by the Council of National Defense:

One regular delivery a day as a maximum for retail stores throughout the United States, and co-operative delivery systems in all the smaller cities and towns, are now direct objectives of the delivery campaign started some time ago by the commercial economy board of the Council of National Defense.

To Canvass Entire Country

The board's recommendations have been adopted as a whole or in part in cities with a total population of approximately 16,000,000, and as a result at least 15,000 men called for war service have not had to be replaced from the limited labor supply available for the essential industries. All this, however, has been preliminary. Agents of the State councils and other representatives of the board are now to go over the country town by town and press for the adoption of the entire programme.

"We have been content to let the changes proceed by easy stages, because experience was needed," said A. W. Shaw, chairman of the board. "At the outset we were able only to say it was evident that these changes would produce important savings of labor. But now we have actual results to show it. One store, for instance, has saved 24 out of 167 men by adopting the recommendations.

Co-operative Delivery Saving

"The savings from co-operative delivery systems are even greater. An agent of the board has made a careful, first-hand study of 21 of these systems. They require a total of 207 men, as compared with 659 men required for the individual systems replaced—a saving of 452 men, or 68 per cent.—and the service to the customer is practically everywhere as good as it was before, and in some places better.

"It is now plain that in these two ways—by co-operative systems in the smaller communities and one delivery a day throughout the country—more than 150,000 men can be released to meet the increasing need of workers in agriculture, shipbuilding, munitions making, mining, railroading, and the other vital work."

At the present time representatives of the retail trade are in Ottawa conferring with the Food Controller on many important subjects as outlined elsewhere in this issue and the question of delivery is one on which action may be expected within the very near future.

INCORPORATIONS

Montreal.—Wad Mop Co'y, Ltd. has been incorporated to manufacture and deal in brushes, brooms, mops, cleaning and polishing apparatus, etc. Capital stock is $35,000.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE week has been one in which further important changes have been made in goods pertaining to the hardware trade. Advances have been recorded in scissors and one of the large makers of firearms in the United States has announced a considerable increase in price. A number of advances have also been recorded in automobile accessory lines, including acetylene burners, garage pumps, chamois skins, lap robes, brake lining. The law requiring that headlights without glare be used comes into effect in Ontario on January 1, and some of the wholesale hardware houses and automobile accessory dealers are preparing to take care of the demand with a kind of headlight to fill the requirements of the law. Brass and copper tubing and brass sheets have registered declines. Cotton gloves have been moved to higher levels owing to the high price of raw cotton. Waste is another line which is affected by the situation in the raw cotton market. Intimations are made that higher prices are not improbable around the first of the New Year. Window glass is also in a strong market with indications that higher prices may soon be asked. Manufacturers in the United States are experiencing much difficulty in manufacturing operations owing to the shortage of fuel. Supplies of glass in Canada have been considerably reduced through the recent catastrophe at Halifax. There is a firm situation in brushes of various kinds owing to the increased cost of manufacture and the scarcity of bristles. Cement has been increased in price for January shipment. Severe cold weather and snowfall recently has created a heavy demand for snow shovels, skates, sleigh bells, sleighs, snow shoes, toboggans, horse blankets, sidewalk scrapers and kindred lines, with the result that jobbers' stocks in these lines are fairly well depleted. Manufacturers' stocks in these lines are also in a depleted condition. As a result of this condition it is apparent that stocks will be abnormally low at the end of the season. Business in all seasonable lines is reported very good. Bookings for spring delivery have kept up to quite normal volume.

MONTREAL MARKETS

MONTREAL, Dec. 19.—All jobbers are either beginning or completing their annual stock-taking duties and the situation of the jobbing trade is quiet. A good spirit prevails among the trade. Christmas lines have sold well and nice repeat business has been received by many. Good sleighing in the rural districts has had the effect of stimulating an active demand for regular lines in a small way, and for the special holiday goods to a greater extent. Difficulty is experienced in getting supplies through from the English manufacturers and in certain classes of goods this works a real hardship. One of the larger United States cutlery makers is accepting business for next year, but on the basis of delivery late in the fall. Several changes in an upward direction are noted in automobile accessory lines. Mirrors have advanced 25%. Head lights, tail and side lights are 12½% higher. Tire chains of the Dreadnought type are up 10%. Motor robes in the plush-lined qualities advanced 35%. Cotton wrapping twines shew a firm tendency. Winchester guns and rifles have taken a 10 per cent. advance.

Licenses Obtained For Some Container Tinplates

Montreal.

TINPLATE.—One of the larger manufacturers states that he has been able to secure a license covering some of his requirements for tinplates. These will have to be used for the making of food containers or for dairy stock, which is considered an essential line of goods by the Food Controller's department. This manufacturer is hopeful of securing much needed supplies after the first of the year.

Electric Headlights Advanced Ten Per Cent.

Montreal.

HEAD LIGHTS.—There has been an advance in the price of electric head lights of approximately 12½%. This applies to all sizes and styles and the same discount is applicable to side and tail lights as well. Higher costs for basic materials are given as the reason for the increase thus represented.

Tire Chains Are Quoted At Higher Prices

Montreal.

TIRE CHAINS.—A new list has been issued on tire chains which represents an approximate advance of 10 per cent. This applies to the Dreadnought lines. They are put out in the regular as well as the special sizes. The Ford size, 30 x 3½, is now listed at $4.50; the 33 x 4 size at $5.30; the 34 x 4 at $5.50; 35 x 4½ at $6; 36 x 4½ at $6.20; 35 x 5 at $7, and 37 x 5 at $7.80. From these prices the dealer is given the regular trade discount.

Plush-Lined Robes Are Up 35 Per Cent.

Montreal.

MOTOR ROBES.—An advance of no less than 35% is recorded for the popular plush-lined robes. These sell well and are a quality line of goods. Increased costs of labor and raw materials coupled with the scarcity of these are given as the reasons for necessary advances.

Ordinary Mirrors Advanced 25 Per Cent.

Montreal.

MIRRORS.—An advance of 25% has been made in the price of mirrors. This applies to the regular lines carried by the hardware trade and is effective immediately. Higher glass costs and higher prices for quicksilver are the reasons for this advance.

Winchester Firearms Advanced About 10%

Montreal.

GUNS AND RIFLES.—Following the announcement last week of an advance in Winchester ammunition comes the news this week of a new price schedule on Winchester Repeating Arms Company's line of rifles and guns. This is effective at once and the advance, which approxi-

mates 10 per cent., will make a new high record for this line of firearms.

New Truck Tires Are Being Stocked

Montreal.

AUTO TRUCK TIRES.—A new line of truck tires is placed on the market this week and are offered in "Continuous Tread" and the "Block" and "Cushion" types. A full line for all makes of cars will be offered and in 16 different sizes. They will be available for the electric as well as for the other standard makes of gasoline driven trucks.

New Garage Systems For Winter Heating

Montreal.

GARAGE HEATING SYSTEMS. — There is an increasing demand for steam heating plants for privately-owned garages. These are rather inexpensive, considering the advantages to the man who has his car in use during the winter months. Where they have been tried out the results are reported satisfactory. A one-car plant can be had for $91 to the owner and other prices range upward to $345 for the car garage outfit.

Standard Wire Nails And Wire Unchanged

Montreal.

WIRE NAILS, WIRE.—Local sales of nails are confined to the sorting feature. No changes are made in quotations which are as last week at $5.50 base, for the standard wire and at $5.75 for cut nails. Some jobbers report a fair number of orders for spring shipment. Standard smooth wire is still quoted at the base price of $6.50 per 100 lbs.

Country Sorting For Iron And Steel Bars

Montreal.

IRON AND STEEL.—The volume of business obtaining in iron and steel is limited to the sorting orders sent in by country merchants. Jobbers report the usual quiet conditions that are anticipated in the Christmas week, particularly for staple lines. No changes of price are recorded for the week.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 19-0 19

Market On Sheets Remains Unchanged

Montreal.

SHEETS AND PLATES. — Jobbers and importers are busy with stock-taking and report a quiet condition of trade. This is a characteristic of the season, and they look forward to some satisfactory solution of difficulties after the first of the new year. This will not be possible to a great extent, but in view of the severity of embargoes and the shortage of supplies they hope that some methods may be adopted by the governments which will enable a fair amount of stock to be brought forward. Prices are held unchanged and are quoted here as follows:

MONTREAL—		100 lbs.
BLACK SHEETS—		
10 gauge		$12 50
12 gauge		11 60
14 gauge		11 50
16 gauge		10 75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge	....	10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		10 30
18 ga.		10 15
16 ga.		8 70- 8 85

Coal Oil And Gasoline Conditions Normal

Montreal.

COAL OIL AND GASOLINE.—Gasoline is quiet. The amount of snow on the ground has made it rather impossible to run motor cars outside in country districts and the sale of the gasoline product is, therefore, restricted. Fewer cars are in use in the city, too. Coal oil demand continues very good with price unchanged. Palacine is quoted at 20c per gallon, Royalite at 17c and Electroline at 20c. Gasoline is still 32½c per gallon.

Rope Prices Hold; Movement Is Small

Montreal.

ROPE AND CORDAGE. — There is small movement of rope or cordage products and prices are firmly maintained. Jobbers and manufacturers hope for a solution of some of their troubles in the near future. The deliberations of the government's various control and regulation boards are expected to reveal some definiteness with regard to future supplies. Stocks held are ample for the needs of the present and immediate future.

Lead Products Are Held Unchanged

Montreal.

LEAD PRODUCTS. — Small movement is recorded for lead manufactured products such as pipe and bends. There is a limited amount of work being done by the plumbers and the holiday season finds the line generally quiet.

MONTREAL—	
Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.12½- 0.13
Lead sheets, 3½ lbs. sq. ft.	0.12- 0.12½
Lead sheets, 4 to 6 lbs. sq. ft.	0.11½- 0.12

Old Material Slow With Prices Held

Montreal.

OLD MATERIALS.—There was some activity in old iron and steel for a few days, but this was very temporary. Dealers in old junk do not expect much movement for the next few weeks, when there should be a demand for several of the lines. Prices are held, although these cannot be stated as firm or with firming tendencies. It would be well for those who hold any considerable quantities of old materials to weigh the transportation and other troubles in all their aspects before disposing of stocks.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½

Tin Advances Two Cents; Other Ingots Unchanged

Montreal.

INGOT METALS.—The holiday season finds business quiet in general and this is quite so with regard to ingot metals.

COPPER. — Small interest and little trading. Request is for small lots and these are selling at 33c to 34c per lb.

LEAD.—No changes of price are recorded in the price of lead. In the New York market there is a slightly firmer tendency, owing to the delays in securing replenishing stocks.

TIN. — Locally, an advance of two cents per pound commands the week's interest in ingots. This is probably a result of the accentuated primary tendency to higher levels, where an advance in Straits tin of over $25 per ton is announced. Local quotations are 81c to 82c lb.

SPELTER.—Spelter is unchanged and of limited interest, with quotations made at 10½c to 11c per lb.

ALUMINUM. — Unchanged and with small trading being done. Quotations are on the basis of 16c to 18c per lb.

ANTIMONY. — There is no feature, and in the primary market as well as the local quiet prevails. Prices range around 18c per lb.

TORONTO MARKETS

TORONTO, Dec. 20.—There has been a steadily upward swing in hardware lines during the past week and it includes such commodities as butcher knives, clothes lines, acetylene burners, garage pumps, chamois skins, lap robes, transmission brake lining. Wholesale dealers have now completed the compilation of their prices on fishing tackle. This advance was recorded some three or four weeks ago but net prices according to the new schedule had not been arranged until the present time. There is a scarcity of glass rolling pins

in this district induced through the difficulties attending the manufacture of this line. Business has been good in this district, the Christmas trade being fully up to that of last year despite the heavy drains on people in the shape of donations for patriotic purposes.

Butcher Knives And Clothes Lines Higher

Toronto.

KNIVES, CLOTHES LINES.—An advance in American butcher knives has been made effective during the week, the increase in the 6-inch amounting to 75c per dozen and in the eight-inch $1.25 per dozen. No. 2000 by 6-inch is now quoted at $4.75 per dozen and No. 2000 by 8-inch is quoted at $7 per dozen. An advance of approximately 10 per cent. has also been made effective on Niagara hemp clothes lines, making the price on 40-foot now $2.10 per dozen.

Scarcity Of Glass Rolling Pins At Present

Toronto.

ROLLING PINS.—There is a scarcity of crystal glass rolling pins at present and indications seem to point to a continued scarcity owing to the situation confronting the glass manufacturers. Crystal glass pins are now quoted at $3.50 per dozen. Opal glass rolling pins are being quoted subject to arrival at $4.50 per dozen. There is no assurance when these stocks are likely to arrive and wholesalers consequently must make quotations with some reservation.

New Prices On Fishing Tackle Now Completed

Toronto.

FISHING TACKLE. — Wholesalers have now arranged their prices on fishing tackle for spring, 1918, delivery. It was announced recently in these columns that an advance of from 20 to 30 per cent. has been made effective. On this basis prices on steel rods, bamboo rods, reels, lines, fish hooks and bait have been arranged. Following are the prices to the retail trade on some of the various lines:

Rods

Trojan rod No. 401 or Vim steel rod, three joints, 7-foot, $1 each. Van Dee bait rod No. 501 or Sunnybrook B.B.C., 6, 7, 8 and 9 foot, three joints, cork grip, $1.35 each.

Van Dee casting rod No. 505 or Sunnybrook B.B.C., 5½-foot, three joints, cork handle, $1.95 each.

Brookside special bait rod No. 203 or Samson B.X.A., 6½-foot, three joints, cork handle, $4 each.

Brookside casting No. 207 or Samson B.C.R., 6-foot, $2.20 each.

Brookside casting Kalamazoo No. 205 or Samson B.C., 5½-foot and 6-foot, $3.10 each.

Bristol steel telescope rod No. 10, $4.60 each.

Henshall No. 11, 8½-foot, celluloid handle. $5.75 each.

Split bamboo rods, three-piece, nickel mountings, wood grip in cloth bag, $17.20 per dozen.

Reels

Single action reel 102 P., 1¾-inch diameter, $2.85 dozen.

Single action reel 104 P., 2-inch diameter, $3.25 dozen.

Single action reel 106 P., 2¼-inch diameter, $3.75 dozen.

Double multiplying reel 2904 P.N., 2-inch, $11.50 dozen.

Double multiplying reel 2906 P.N., 2½-inch, $13.20 dozen.

Lines

Eureka cotton drab lines in 15-foot hanks, 12 connected: Size 2, $1.70 per gross; size 3, $1.90 per gross; size 4, $2 per gross; size 5, $2.35 per gross. This line is sold to retail at two for 5c, which is the cheapest line now carried.

Eureka cotton drab lines in 25-foot

REASONABLE ENOUGH.
"Hey, mister, will you please be a U-boat?"

hanks are quoted as follows: Size 2, $2.85 per gross; size 3, $3.10 per gross; size 4, $3.50 per gross; size 5, $3.90 per gross. This class of line retails at 5c each.

Favorite waterproof twist lines No. 204 on cards of 50-foot lengths, are quoted at 75c per dozen. This line retails at 10c each.

Fish Hooks

Carlisle ringed hooks, No. 12 to 1, $1 per thousand; No. 1-0, $1.25 per thousand; No. 2-0, $1.45 per thousand; No. 3-0, $1.70 per thousand; No. 4-0, $1.95 per thousand; No. 5-0, $2.16 per M.

Kirby & Limerick ringed hooks, No. 12 to 1, 65c per M.; No. 1-0, 80c per M.; No. 2-0, $1 per M.; No. 3-0, $1.15 per M.; No. 4-0, $1.30 per M.; No. 5-0, $1.50 per M.; No. 6-0, $1.90 per M.; No. 7-0, $2.45 per M.

Carlisle mounted single gut, No. 12 to 1, $2.10 per gross; No. 1-0, $2.60 per gross; No. 2-0, $2.90 per gross.

Bait

Cow Dung, Jack Scott, Silver Doctor, Blue Jay, Cahill, Parmachene Belle, Professor, March Brown, Hare Ear, Montreal, Soldier Palmer, Royal Coachman, 60c per dozen.

Acetylene Burners Advance 5c On List

Toronto.

BURNERS.—An advance of 5c on list price has been recorded on Alco de Luxe and Alco acetylene burners. The list price of former is now 35c each and of the latter 25c each. The Alco de Luxe is made to fit all American lamps and has hexagon base and nickel finish, and is carried in ½, ⅝, ¾ and 1 ft. burners. Standard size is for ¾ ft. burner. Discounts on these lines of burners is 25 per cent. in small quantities, 30 per cent. in quantities of 36 and 35 per cent. in quantities of 144 burners.

Garage Pumps Advance $4 On List Prices

Toronto.

PUMPS.—An advance of $4 each on the list prices of double action garage pumps, without gauge and with gauge. List price on style without gauge is now $21.75 each and with gauge $23 each. Cylinders on these pumps are 2-inch and 3½-inch in size. The large cylinder feeds the small one, which in turns pumps the compressed air into the tire. This pump is mounted on a wooden base, 8x30x2-inches. Discount from list price to retail trade is 25 per cent. and in quantities of six pumps 30 per cent.

Chamois Skins Show Higher Price Range

Toronto.

AUTO ACCESSORIES.—An advance in the price of chamois skins has been announced during the week amounting to 5c to 10c list on each skins. Following are the list prices that prevail on various sizes: 10 x 13 in., 50c each; 12 x 16-inch, 80c each; 15 x 20-inch, $1.40 each; 16 x 21-inch, $1.60 each; 18 x 24-in., $2 each. These prices apply to the American oil tanned chamois skin. Prices on French chamois skins are as follows: 23x33-inch, $1.90 each; 15x23-inch, $1.30 each. Above prices are subject to a discount of 25 per cent. to retail trade. In quantities of 12 the discount is 30 per cent. and in quantities of 60 skins the discount is 35 per cent.

Lap Robes Advance $5.50 On List Price

Toronto.

AUTO ACCESSORIES.—An increase in the price of Glengarry lap robes has been made amounting to $5.50 on list price. Where the former list price was $18.50 the new list price is $24 each. In quantities less than half dozen the discount is 25 per cent., in quantities of 6 the discount is 30 per cent. and in quantities of 24 the discount is 35 per cent. These robes have taken on firmness and higher prices have been incidental to the advance in the price of wool. The size of the robe is 58 inches by 80 inches.

Transmission Brake Lining Goes Higher

Toronto.

BRAKE LININGS.—A considerable advance has been made in the price of Fordoid transmission brake lining. This lining is made of asbestos with a small percentage of cotton. Both of these raw materials are high in price. List price on this commodity is now $5 per set of three piece as compared with the former list price of $3 per set. Discount on this article is 20 per cent. to the retail trade. In quantities of twelve sets the discount is 20 and 5 per cent.

Firearms Advance Approximately 10%

Toronto.

RIFLES, SHOTGUNS.—An advance of approximately 10 per cent. has been made effective on Winchester rifles and shotguns. New lists and discounts have been issued on this line. List prices have been advanced considerably and the discount changed. On one model 1894 round barrel rifle, where the list was formerly $19.50 it has now been advanced to $24. Selling price is now at 5 per cent. advance on list where the discount from the old list was 15 per cent. advance on list. Following are the new list prices on some of the popular models:

Model 1873 repeating carbine, list price $26 each.

Model 1873 rifle, octagon barrel, list price $28.

Model 1886 carbine, round barrel, $30.

Model 1886 repeating rifle, round barrel, $31.

Model 1886 repeating rifle, octagon barrel, $32.

Model 1890 .22 calibre take-down, octagon barrel, $20.

Model 1892 carbine, round barrel, $23.

Model 1892 rifle, round barrel, $24.50.

Model 1892 rifle, octagon barrel, $25.

Model 1894 carbine, solid frame, $23.

Model 1894 rifle, round barrel, solid frame, $24; octagon barrel, $25.

Model 32-40 and 38-55 calibres, take-down, round barrel, $30; octagon barrel, $31.50.

Model 25-35, 30 and 32 Winchester Special, solid frame, carbine, $25.50; rifle, round barrel, $27.50; rifle, octagon barrel, $29.50.

Model 25-35, 30 and 32 Winchester Special, take-down, rifle, round, $33.50; octagon, $35.35.

Model 1895 carbine, 30 Army or 303 British, round, solid frame, $38; rifle, same sizes, $38.

Take-down 30 Army or 303 British, round barrel, $44.

Single shot rifles are quoted as follows: Musket, solid, $27.50; take-down, $31; rifle, round, solid frame, $25, and take-down, $30; octagon barrel rifle, solid frame $27.50 and take-down $31.

Model 1903 .22 calibre automatic, round barrel, plain walnut stock, $32.

Model 1912 hammerless shotgun, 12, 16 and 20 gauge, standard take-down, $42.

Single barrel shotgun, 20 gauge, solid frame, $20.50; take-down, $26.50.

Scissors Advance 15 Per Cent. During Week

Toronto.

SCISSORS.—An advance of 15 per cent. has been made effective in Heinisch & Wiss scissors. Quotations made by different firms show a range of prices in the japanned straight trimmers, the following quotations being made: 6in., $9.65 and $10.25; 6½-in., $10.35 and $10.95 per dozen; 7-in., $11 and $11.55 per dozen; 7½-in., $11.50 and $12.25 per dozen; 8-in., $12 and $12.85; 8½-in., $12.75 and $13.50 per dozen; 9-in., $14.15 and $16.10 per dozen; 10-in., $18.80 per dozen. Japanned bent scissors are quoted as follows: 8-in., $12.75 per dozen; 8½-in., $14.50; 9-in., $17; 10-in., $20.60; 11-in., $22.50; 12-in., $24.25; 13-in., $26.65. Barbers' japanned scissors are quoted $12.85 and $14.10 for 8-in., $14.80 for 8½-in. japanned and $14.25 for 8½-in. nickel-plated.

No-Glare Headlights In Demand Next Year

Toronto.

HEADLIGHTS.—Owing to the law providing for headlights without glare on automobiles in Ontario after January 1 next, numerous different kinds are being placed on the market, some of which are being handled through the wholesale hardware trade. List prices quoted on the Osgoode are as follows: Up to and including 7¾-in., $3.50 per pair; 8-in. to 8½-in., $4.50 per pair, 8¾-in. to 9½-in., $4.80 per pair; 10-in. and larger, $5.40 per pair.

Shoe Waterproofing Placed On Market

Toronto.

SHOE DRESSING.—One of the new lines to be placed on the market is Viscol, a commodity designed to make boots and shoes waterproof. In quarter-pint containers the price is quoted at $2.25 per dozen and in half-pint containers at $3.75 per dozen. Now that snowy weather is here there is an anxious quest for some materials that will keep shoes and boots waterproof.

Booking Sap Buckets; Grindstone Fixtures Up

Toronto.

SAP BUCKETS, FIXTURES, GLOVES.— Some wholesale houses are now booking orders for sap buckets for the syrup season of next year. While the price of $19.50 per hundred at which they are being booked does not represent an advance over recent prices, the price does nevertheless show an advance over the opening price of last year. Grindstone fixtures have advanced approximately 15 per cent. during the week. For 15-inch the price is now $7.40 per dozen; 17-inch, $7.85 and 19-inch, $9.25 per dozen. Handles for the above are quoted at $1.75 per dozen. An advance has been put into effect by some wholesalers on cotton gloves, which has been induced by the high price in the raw cotton market and difficulty in securing the raw material. The cheapest line now quoted by one wholesaler is $1.30 per dozen pair. Higher-priced lines have advanced in a similar amount.

Fuel Oil Higher; Automobile Oils Firm

Toronto.

GASOLINE, OILS.—An advance of ½c per gallon was recorded in the price of fuel oil which makes the price in barrels 13c per gallon and in tank cars at 11½c per gallon. There is a firm situation in automobile oils which seems to indicate higher prices in this line of oils. Coal oils are holding in firm market although an advance has not yet been recorded. There is a heavy demand for this class of oil for heating purposes and also for lighting from the country districts where electric light or gas is not obtainable. Gasoline demand has been light during the past week, as the heavy storm effectually put a bar to its use to a very large extent. Gasoline is still quoted at 31½c per gallon and benzine at 30½c per gallon.

Cotton Waste In Very Firm Market

Toronto.

WASTE. — There is a very firm market for cotton waste and intimations are made in certain quarters that an advance is highly probable around the first of the New Year. One concern will not book any business on the present basis for future delivery. The stipulation that is made nowadays is that it must be for immediate acceptance and delivery. There is a continued strong market for raw cotton and this in turn is having its effect on the waste market. Manufacturers of waste usually arrange their prices about the first of each year on the basis of raw materials which they are then able to secure. In the meantime prices for immediate shipment hold unchanged.

Cement Prices Are Higher For Future

Toronto.

CEMENT.—As intimated in these columns last week that a strong market prevailed for this commodity and that an advance in price was highly probable, some concerns are now quoting on the basis of a 15c advance for delivery after January 1, which will make the price basis $2.55 per barrel. For immediate sale the price still holds at $2.40 per barrel in carload lots. Factors that have put firmness in this market are the high price of coal and labor. There is a normal business being done for this season of the year. Small lots of cement hold unchanged, largely because the demand is light at this season of the year.

Brass Tubing And Copper Tubing Decline

Toronto.

TUBING.—Following the decline recorded in brass bars and copper bars last week there has been a reduction in the price of copper tubing and brass tubing. On brass seamless tubing the price has declined 5c per pound, base size being now quoted at 50c per pound. Brass tubing, iron pipe size, has also declined a similar amount, the base price for ¾-inch and up to 3-inch being 50c per pound. Copper tubing has declined 7c per pound and is now quoted at 53c per pound for base sizes. A further readjustment in the downward direction has been made in the price of plain copper sheets to the extent of 2c per pound, making the price for base size 16-oz. and heavier 44c per pound. Planished copper sheets are quoted at 45c, while braziers' sheets are also quoted at 44c per pound. The assurance of lower priced copper for delivery during the first part of next year has worked out toward easier prices.

Firmer Feeling In Manila Fibre Products

Toronto.

ROPE, TWINE.—There was a firmness in the market for low grade and medium grade Manila fibres during the week at primary market points. There is next to none available of this class of fibre and very little offered for shipment. Prices on these lines are strong and the market has moved up slightly during the week. Mexican sisal remained quiet during the week. There has been no change in the rope situation with Canadian manufacturers. The recent disaster at Halifax did considerable damage to the plant of the Consumers' Cordage Company located there. The company's plant at Montreal will be called upon to do double duty until the plant at Halifax can be restored. Prices on rope of all kinds held unchanged during the week. Booking of rope for spring delivery has not yet started.

Endeavoring To Clean Up Stove Orders

Toronto.

STOVES, ENAMELWARE. — Manufacturers of stoves are busy endeavoring to clean up accumulated orders before the close of the year. They are handicapped in this, however, by the lightness of their stocks, which have been limited through the shortage of labor and raw materials. The season just closing, everything taken into consideration, has been a most satisfactory one so far as volume of business is concerned. Difficulties of manufacture have been numerous. The demand for enamelware is holding up well and prices remained unchanged.

Severe Weather Hampers Shipments

Toronto.

IRON AND STEEL.—The iron and steel industry felt the effects of the recent severe winter weather and deliveries from the United States have accordingly been delayed. There is a fairly good movement of steel and iron reported by Canadian jobbers although with the approach of the holiday season there is usually a somewhat lighter demand. Business concerns are then engaged in stock taking and they are interested in keeping their materials down as low as possible. There has been no change in the local situation so far as prices are concerned.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Further Settling Of Prices On Sheets

Toronto.

SHEETS, PLATES.—There has been a further settling to lower levels on certain gauges of black steel sheets. One concern reduced the price of gauges Nos. 20 to 28 to the extent of 50c per hundred pounds. In the instance in question No. 28 gauge is now quoted at $8.50, No. 26 gauge at $8.40, Nos. 22 to 24 gauge at $8.35 and Nos. 18 to 20 gauge at $8.30. In one quarter there was a further reduction in the price of galvanized sheets to the extent of 30c per hundred, which is indicated in the low quotations given hereunder. Following prices give the range of prices on black and galvanized sheets. As will be noted there is a wide range betwen high and low.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	$	$12 00	$12 00
12 gauge	7 55	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 30	10 80
22-24 gauge	7 35	8 35	10 85
26 gauge	7 40	8 40	10 90
28 gauge	7 50	8 50	11 00
3-16-inch plate	12 25	....	.....
¼-inch boiler plate	12 00	....	.....
GALVANIZED SHEETS—			
10¾ oz.	$ 9 50	$10 00	$12 00
U.S. 28	9 20	9 70	11 70
U.S. 26	8 90	9 40	11 40
22 and 24	8 75	9 25	11 25
18 and 20	8 60	9 10	11 10
16	8 45	8 95	10 95
14	8 35	8 85	10 85

Prices On Corrugated Sheets Were Maintained

Toronto.

CORRUGATED SHEETS.—There was a steadiness in the market for corrugated sheets, there being no change in price since the readjustment in price recorded some two or three weeks ago. This is the season of the year when demand is expected to be at low point. Severe weather has further restricted inquiry.

TORONTO—	Galvanized		Painted
	Per 100 Sq. Feet		
No. 28 gauge	$ 8 70-$ 9 00		$8 00
No. 26 gauge	9 60- 10 00		9 25
No. 24 gauge	15 00-	.....	12 00
No. 22 gauge	18 00-	.....	15 25
No. 20 gauge	21 00-	.....	18 50
No. 18 gauge	27 00-	.....	24 00

Discount 7½%.

Boiler Tubes Only For National Needs

Toronto.

BOILER TUBES.—There are some light stocks of boiler tubes available in this market but they can be had for domestic use only after the sanction of the Government is given to the effect that it is furthering the war efforts of the country to have them used. Prices held unchanged at recent quotations.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Position Of Tin Holds Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—There was a quietness in the market for lead and zinc products during the week, with no further price changes recorded. Tin continues to hold in a strong position and this is having its effect toward firmness on the solder market. There is a seasonably good demand reported, although at this season of the year it is usually expected to be light.

TORONTO—		
Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Stagnation Is Note In Old Materials

Toronto.

OLD MATERIALS.—There is a very inactive market for old materials at the present time, stagnation characterizing the situation so far as demand either from the mills or from the munition factories. There are rumors that prices are to be fixed on old materials some time early in the New Year and this is having its effect toward quietness in the market. Prices held unchanged during the week.

Toronto.		
Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00

No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Now Negotiating Over Copper Price

Toronto.

INGOT METALS.—Tin continued to be the centre of interest in the local ingot metal market, with negotiations over the fixing of price on copper for next year perhaps following second. Demand for ingot metals is normal for this season of the year. With the holiday season near and the end of the year approaching stock-taking is mostly the order of the day. Merchants are therefore interested in keeping their stocks down to the minimum.

COPPER.—A conference was held at Washington on Friday of last week between the copper producers and the War Industries Board. Nothing is known as yet about the result of that conference. Rumors were current that the producers were desirous of having the price raised to 25c per pound. The general impression seems to prevail that the present price of 23.50c per pound is likely again to be adopted. In the local market prices held unchanged at 30c to 32c per pound.

TIN.—The strong situation in tin continues with a narrowing of margin price between small quantities and large quantities to 78c and 80c. In the United States market there is still the same uncertainty about getting supplies as the British Government has given no assurance as yet that supplies will be released. In some quarters in this district dealers report fairly good stocks of tin.

SPELTER.—Spelter was in a quiet market locally during the week with little interest manifested in the metal at primary points. Galvanizers were buyers of small quantities during the week but beyond this there was little activity in the primary market. Speculation continues as to what the Government price will be. Quotations were made in the local market on the basis of 9¾c to 10½c.

LEAD.—Interest in lead centres around the probable price to be established by the United States Government. In metal circles at primary market points the popular guess seems to conform to the present market of 6.25c to 6.50c. In the local market demand is somewhat quiet and prices held unchanged at 8¾c to 9c per pound.

ANTIMONY. — The market for antimony is quiet with prices unchanged locally at 16c to 18c per pound.

ALUMINUM.—Prices held unchanged at 60c per pound in the local market. In the United States market there is a good demand reported with the result that prices are firm.

PIG IRON.—Shortage of coke supplies continues to give Canadian producers concern over their probable output in the near future. There is a good demand reported and prices hold unchanged at $50 per ton for foundry iron.

LONDON MARKETS

LONDON, Dec. 20.—Price changes have been with but few exceptions in the upward direction and include advances on such lines as ammunition, linseed oil in small quantities, sad irons, trolley track, cross-cut saws. Business on winter lines continues good. Christmas trade is just fair up to date, although merchants expect the last few days just before the holiday to be busy ones. The majority of concerns are figuring on taking stock beginning the first of the New Year. Travellers for factories and jobbing houses have ceased their rounds until after January 1.

American Ammunition Registers Advance

London.

AMMUNITION.—Through the changing of the discount of Winchester and Remington ammunition a considerable advance has been recorded. Where the discount was formerly 2½ per cent. off list it is now quoted at 10 per cent. on list. List prices remain as heretofore. The advance includes rim fire, centre fire, pistol and sporting centre-fire cartridges. Felt and paper wads have also been advanced and are now quoted at 15 per cent. advance on list. Empty and loaded paper shot shells are quoted at 15 per cent. advanced on list.

Sad Irons And Trolley Track Higher

London.

SAD IRONS, TROLLEY TRACK.—Mrs. Potts's sad irons have been advanced in price, the plain now being quoted at $1.70 per set, while the nickel-plated are quoted at $1.80 per set. Richard Wilcox trolley track is another of the lines to show a higher price during the week. No. 31 is quoted at 19c per foot.

Crosscut Saws Up; Steel Toys In Good Sale

London.

SAWS, STEEL TOYS. — Arrowhead cross-cut saws is one of the lines to show a higher level of prices during the week. On this make of saws 5-foot length is now quoted at $4.50 each, 5½-foot length at $5.30 each and 6-foot length at $6 each. Steel toy castle builders are having a good sale at this season of the year. No. 0 is quoted at $4 per dozen, No. A at $6 per dozen, and No. AA at $8 per dozen. No. 1 is quoted at $12 per dozen, No. 2 at $24 per dozen, No. 3 at $48 per dozen, and No. 4 at $72 per dozen.

Glass Market Firm; Putty Is Unchanged

London.

GLASS, PUTTY.—There is a firm situation in glass owing to the difficulties attending the manufacture in the United States. Intimations from that quarter stated that stocks are very light and possibility of replenishing through manufacture becoming more and more remote. Prices in the local market held unchanged at 40 and 10 per cent. off list for single and double diamond and 33 1-3 per cent. on cut lights.

Putty held in a steady position with prices unchanged. Standard putty in 25-lb., 50-lb., and 100-lb. drums is quoted at $4.65 per 100 lbs., and pure putty is quoted at $1.25 per hundred in advance over standard putty.

Nails Hold Steady; Rope Market Quiet

London.

NAILS, ROPE.—There was a steadiness in the market for nails during the week and prices held unchanged at $5.45 base for standard steel wire nails and $5.75 per hundred pounds base for cut nails. Rope is also holding steady in a quiet market. Demand is not heavy at this season of the year and manufacturers have not yet issued their spring booking prices. Pure manila rope is quoted at 39c per pound base, British manila and New Zealand rope at 33c per pound and sisal rope at 27½c per pound.

Big Run On Oil Heaters Due To Coal Shortage

London.

OIL HEATERS.—Owing to shortage of coal supplies in some districts there is a big sale of coal oil heaters. There is a heavy demand for coal oil incidental to the use of these heaters and the market for this latter commodity is firm. No. 520 Perfection oil heater is quoted at list price of $5.75, No. 525 at $5.50 and No. 530 at $6.25 each. Above list price is subject to a discount of 25 per cent. to the retail trade.

Snow Shovels Going Well

Snow shovels continue in active demand owing to the need for shoveling snow. Prices hold unchanged at a discount of 12½ per cent. from list prices.

Flashlights and Batteries Moving

There is a fairly good movement of flashlights and batteries owing to the suitability of these lines as gifts. Discount remains unchanged at 33 1/3 per cent. off list.

Hand Sleighs And Skates Selling Well

London.

SLEIGHS, SKATES.—With the prevalence of winter conditions there has been a good movement of hand sleighs and skates. Sale for these lines is no doubt helped along by the fact of their suitability as Christmas presents for the boys and girls. Discount on hand sleighs holds unchanged at 35 per cent. off list while the discount on Starr skates holds unchanged at 20 per cent. off list, the higher price announced last week.

Hockey Sticks and Skate Straps

Interest in hockey sticks and skate straps is no less marked than for sleighs

and skates. Prices on these lines hold unchanged at the quotations of last week. Boys' red and white hockey sticks are quoted at 85c per dozen. Men's rock elm at $2 per dozen, Spalding at $3.75 per dozen and MicMac at $4.75 per dozen. Canvas skate straps are quoted at 80c per dozen pair for 20-inch, $1 per dozen pair for 30-inch. Russet leather straps, 20-inch are quoted at $1.35 per dozen pair and 30-inch at $1.75 per dozen pair.

Lanterns And Globes Hold In Steady Market

London.

LANTERNS, GLOBES.—There is a steadiness in the market for lanterns and lantern globes and prices hold unchanged. Short or long pattern lanterns are quoted at $12 per dozen. Lantern globes, either short or long pattern, one dozen to case, are quoted at $1 per dozen, three dozen to case at 90c per dozen; six dozen to case at 85c per dozen. Harvest tools were also unchanged at a discount of 25 per cent. off list.

White Lead in Oil Steady

There was no disposition to change the price of white lead in oil during the week and quotations were made on the basis of $16.20 per 100 lbs. for pure in ton lots and $16.55 for less than ton lots. Elephant pure in ton lots is quoted at $16.80 per 100 lbs. and in less than tons at $17.15.

Linseed Oil In Small Lots Makes Advance

London.

LINSEED OIL.—An advance of 3c per gallon in the price of linseed oil in quantities less than a barrel, which now makes the differential between single barrel lots and less than barrel quantities 10c per gallon. Prices in barrel lots hold unchanged from those quoted last week as follows: 1 to 2 barrels, raw $1.48, boiled $1.51 per gallon; 3 to 5 barrels, raw $1.47, boiled $1.50; 6 to 9 barrels, raw $1.45, boiled $1.48.

Turpentine Holds At Decline

The turpentine market holds at the decline of 3c per gallon recorded in these columns last week, quotations being made on the basis of 71c for single barrel lots, 70c per gallon in 2 to 4 barrel lots and 78c per gallon in 5-gallon lots.

WINNIPEG MARKETS

WINNIPEG, Dec. 20. — Price changes for the week show an upward trend in general. However, the number of lines affected is not so numerous as usual. Prominent among the changes are those in steel hoops, solder, ice saws, scythe stones, shaving soap, blow torches, and mangles. Reports indicate that the Christmas trade throughout the country will again this year be heavy, especially the last remaining days, as the recent cold spell, which has registered from 25 to 35 deg. below zero, has prevented many people from shopping earlier. Jobbers report great activity in sleighs, skates and cutlery for immediate shipment. However, shortage of labor and transportation difficulties have hindered greatly in keeping stocks of all lines well assorted.

Solder Goes Higher By 2c Per Pound

Winnipeg.

SOLDER.—The recent advances in both tin and pig lead have, as recently predicted in HARDWARE AND METAL, reacted on the solder market, and prices have advanced 2c per lb. To-day's market price for half-and-half is 43c lb. in full cases and 44c lb. in less than cases.

Ice Saws And Scythe Stones Advance In Price

Winnipeg.

SAWS, SCYTHE STONES.—Following the recent advances in saws, new prices have just been issued on ice saws, and show an increase of approximately 15c per foot. Prices ruling to-day are as quoted: 5-ft., $4.25 each; 5½-ft., $4.70 each; 6-ft., $5.10 each.

Prices on scythe stones, which have remained firm for many months, again move upward, showing a substantial increase, and are quoted to-day as follows: Leader or Red End, $6.50 gross; Black Diamond, $12.60 gross; Quick Cut, $10.50.

Clothes Mangles Go Higher By 5 Per Cent.

Winnipeg.

MANGLES.—Manufacturers of clothes mangles have again advanced prices about 5 per cent., and new price just issued on Royal or Victor mangles is now $23 each.

Shaving Soap Goes To Higher Price Levels

Winnipeg.

SHAVING SOAP.—Prices on shaving soaps up to the present have shown very small advances to the trade, as the extra cost of production has been borne by the manufacturers. However, further increases in raw material have necessitated a revision of prices, which are as follows: Williams' or Colgate's shaving sticks, $3.25 doz.; shaving cream, $3.25 doz.; shaving powder, $3.25 doz.; cakes, 70c lb.

Blow Torches Advance Approximately 10%

Winnipeg.

TORCHES.—Further advances were predicted in the December 1 issue of HARDWARE AND METAL on blow torches. New prices have just come to hand, and show an increase of about 10 per cent. over old figures. The embargo on imports still remains in force, and shipments are coming in only on licenses as issued from Washington. To-day's prices on some of the more familiar numbers are herewith quoted:

Clayton & Lambert Torches—No. 32, $7.70 each; No. 38, $6.95 each; No. 37, $6.55 each; No. 31, $7.30 each.

Fire Pots—No. 71, $13.10 each; No. 72, $10 each.

Steel Hoops Higher By 50c To 75c Per 100 Lbs.

Winnipeg.

HOOPS.—Owing to increased cost of production, a further advance has been found necessary on steel hoops, and prices have moved up from 50c to 75c per 100 lbs., making to-day's market prices as follows: ½ in., $9.75 per 100 lbs.; ⅝ in., $9.50 per 100 lbs.; ¾ in., $8.75 per 100 lbs.; ⅞ in. to 1¼ in., $8.50 per 100 lbs.; 1½ in to 3 in., $8 per 100 lbs.

Prices On Axes Are Firmly Maintained

Winnipeg.

AXES.—Prices continue to hold firm on all lines of axes in spite of advances in production. However, they are much lower in price compared with the amount of material required to manufacture than many other lines such as hammers, etc., and further revisions will no doubt be necessary in the near future. Prices ruling to-day are as follows: Single bit, $12 to $14.50 doz.; double bit, $14.50 to $16.50 doz.

Quotations On Bolts Are Firmly Maintained

Winnipeg.

BOLTS.—The demand for bolts of all kinds continues favorable, and prices continue firm, as quoted herewith:

Carriage Bolts—⅜ and smaller, 5% off list; 7-16 and larger, 5% on list.
Machine Bolts—⅜ and smaller, 5% off list; 7-16 and larger, 5% on list.
Plow Bolts—All sizes, 5% on list.
Stove Bolts—All sizes, 50% off list.
Shaft Bolts—All sizes, 5% on list.
Tire Bolts—All sizes, 25% off list.
Sleigh Shoe Bolts—All sizes, 5% on list.

Horseshoes In Active Demand Due To Weather

Winnipeg.

HORSESHOES.—Horseshoes continue to move freely with the recent drop in temperature. Prices on all lines remain unchanged, and are to-day quoted as follows:

Iron—No. 0 to 1, $6.75 per 100 lbs.; No. 2 and larger, $6.50 per 100 lbs.. Snowshoes—No. 0 to 1, $7 per 100 lbs.; No. 2 and larger, $6.75 per 100 lbs. Steel—No. 0 to 1, $7.20 per 100 lbs.; No. 2 and larger, $6.95 per 100 lbs.; featherweight, $8.35 per 100 lbs.

Turpentine Easier; Linseed Oil Firmer

Winnipeg.

TURPENTINE, LINSEED OIL.—No change is reported on turpentine, although primary markets are reported to have an easier tone. Prices ruling to-day are given herewith: Barrels, 80c gal.; half-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal—plus the usual extras for containers.

Prices on linseed oil remain unchanged, but a firmer market is reported from eastern points, indicating that prices may go higher. To-day's prices are as follows: Raw, $1.65 gal.; boiled, $1.68 gal.

WEEKLY PAINT DEPARTMENT

Advertising to Bring Paint Sales

What You Insert, Not How Much, That Counts—Cultivating the Customers—Window and Interior Displays Should be Up-to-the-Minute.

ADVERTISING is one of the quickroutes towards the development of a successful paint department and there should be no let-up with the arrival of winter weather. Window and store arrangements should supplement the newspaper space used and intelligent salesmanship will influence profitable sales.

In conducting an advertising campaign it must be borne in mind that not only is a liberal amount of trade wanted from those who can be classed as regular customers but the advertising should be so effective that your circle of patrons may be greatly increased. It is not only necessary to secure the trade of those on your own side of the street but profits are enlarged by all that you bring in from across the way.

Quality Not Quantity of Space

It is not by any means necessary that a large amount of space be used in your newspaper advertising but distinct, attractively arranged ads which will prove effective are desirable. The secret of the successful use of space depends entirely on the ability of the advertiser to compile "selling copy"—to attract the reader and hold his attention—to present the arguments so forcibly that investigation follows. It is very seldom that ads can be prepared on the spur of the moment and prove winners. It is necessary that copy be arranged in advance, that considerable time and thought be given to it. Give real business reasons as to why paints, varnishes, enamels, etc., should be selected now and from your stock. Give some intimation as to what they will do—in economy, beauty, preservation and, too, in pleasure.

It must be remembered that to many a can of paint is only a can of paint. It is necessary then that in presenting your proposition you must know what points will be the quickest to impress the prospect. Hammer hard on these, drive them in and word your ads so that the reader will understand and remember. Your customer is concerned only in the essential points and your copy must present these in the briefest possible form and yet be complete. When an ad has been completed, go over same carefully, not from your standpoint but looking at it from the outsider's angle. Do your ads bear this inspection—would you buy paint or varnish or enamel if the arguments were presented to you as you intend presenting them to your prospects? Read over papers and magazines and see what type of ads make an appeal to you. You will find that it is not those inclined to be newsy, that carry a superfluity of confusing borders and illustrations, but those which are simple, sincere and carry the strongest message in the fewest words. Yours is an average viewpoint in this respect and the ads which you prepare will make their appeal to others on the same basis.

An interesting story, simply and sincerely told, will carry conviction. You are offering in your paint department something interesting—something that really means an actual profit to your prospect. The proper kind of advertising is that which causes people to know and remember what you offer and to act in the matter of purchase.

Store Service Must Back Advertising

Handling inquiries resulting from the advertising should not be left to one who does not know the line. It is assumed that the advertising concerns an article of merit but unless customers are handled promptly and efficiently the sale may be lost. It is the actual sales made which count and a complete knowledge of the line effectively presented to your prospect will usually result in sales.

Confidence in the goods handled is most essential to their successful distribution, for otherwise how can you impress your prospects? Enthusiasm works hand in hand with knowledge and confidence in your goods and is really the driving power which effects sales.

It is too frequently the case that advertising from the paint department is spasmodic—there is no consistent drive which keeps the line prominently before your customers at all times. Letting your paint department sleep at certain periods of the year is unfortunately a habit some merchants have acquired. It is essential that this line be kept before your customers persistently—the continuous sale resulting from an aggressive campaign will surprise those who only think of paints at certain seasons of the year.

Special attention should be given to those customers who purchase paint. One sale leads to another from this department as surely as night follows day, if watched and developed carefully. The man who buys varnish, stain or enamel or wall paint now will remember that merchant whose goods prove satisfactory when the season arrives to paint his verandah floor or the outside of his house. The sale of a small half pint tin of enamel may be the forerunner of an order for gallons of house paint later on—keep in touch with your customers, let them know you appreciate their business—make them permanent adherents of the goods you sell.

Advertising can undoubtedly be of great educational value. Impress on the people in your territory the name of your store, the brands you carry, the service you are rendering. Build your business on a solid foundation—look to the future—your customers will be glad to specify their paints and varnishes by name when they feel confidence in your store and the brand you sell.

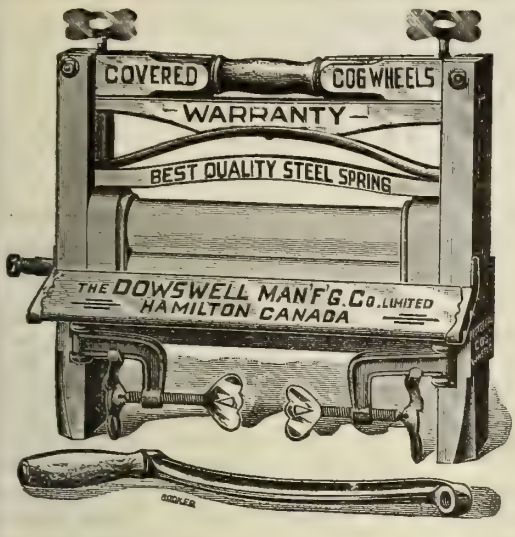
Window and Interior Displays

This article has dealt largely with the advertising as it concerns the newspaper but this must be supplemented by window displays and an attractive interior arrangement. Paint in its many forms lends itself particularly well to display purposes and it requires no expert to make a success of this feature. Study should be given to the displays, of course, and the manufacturers furnish many attractive selling helps which assist the merchant materially in arranging his goods.

The window is an excellent means of bringing the many lines from your paint department to the attention of the public effectively. Space should be given to paint in the windows regularly—this is another means of keeping this department active and in the minds of your prospective customers which should be made use of consistently.

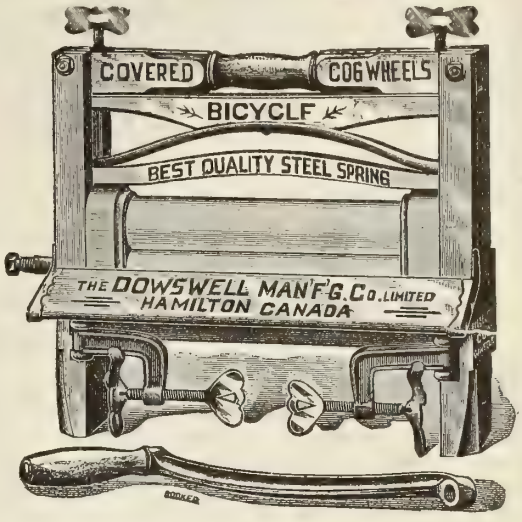
To the merchant who uses newspaper space and window displays regularly it would seem hardly necessary to point out how important a part the interior store arrangement can be made to play. This feature should not be overlooked by any merchant and at all times at least one item from your paint stock should be exhibited where all those entering your store must see.

Sales to those whom you wish to make or retain as permanent customers is the goal sought by all merchants. Persistent advertising backed by store service of a high order will attain this result and the paint department can be made to play a big part in the success of the retail hardware store of to-day.



High-Grade Clothes Wringers

Fitted with Live Rubber Rolls. Durable and Highly Elastic. Our line includes various designs and grades. Suitable for private families and public institutions.



We manufacture them in every detail under our own roof, from the best of materials and every bolt, screw and nut are Electro Galvanized to prevent rust. When doubtful in ordering your requirements, always order the BEST.

Two of the Easiest Hand Washers on the Market

The PLAYTIME, Hand or Power, is especially adapted for the farm. It is easily attached to a gasoline engine or operated by hand with little effort.

The NOISELESS "Silent and Safe." The simplest, lightest and easiest running dolly type washing machine yet produced. The secret of its power is double chains working in a grooved pulley.

Write for particulars of these and other lines we manufacture, you can't go wrong in stocking them. The selling features are there, both in finish and ease of operating.

Dowswell, Lees & Co., Ltd.

Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 20.—The paint men have been taking stock and getting ready for their winter grinding operations. Consequently, there is little to report. Linseed oil has been up and down in price for the past week, and this remains unchanged in range.

Linseed Oil Erratic; Seed Deliveries Small

Montreal.

LINSEED OIL.—Quietness marks the market for oil, which is selling in small quantities only for immediate delivery. Retailers are buying sparingly owing to the uncertainty of conditions and the possibility of lower prices has tended to retard the placing of spring business. There has been a somewhat uncertain tone the past week, with an advance and a decrease, leaving quotations much as they were reported for last week. Jobbers are quoting boiled at from $1.40½ to $1.45 per gallon and raw at from $1.38 to $1.42 per gallon. It is stated that spot supplies of flaxseed are not large, and deliveries have been increasingly short of late. Seed has recorded an advance within the past week of 15c per bushel.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.38-$1.42	$1.40½-$1.45
5 to 9 barrels	1.35- 1.39	1.37½- 1.42
10 to 25 barrels	1.34- 1.38	1.36½- 1.41

Turpentine Quoted 70c; Primary Market Firm

Montreal.

TURPENTINE.—A weakness has developed locally in the price of turpentine, making the quotations as low as 70c per gallon in barrels. There is little movement recorded. In the Southern market the tendency is stronger.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.70-$0.75
1 barrel lots	0.74- 0.75
Small quantities	- 0.83

Much Satisfaction Re Paint Bookings

Montreal.

MIXED PAINTS.—Much satisfaction is expressed regarding the volume of placing business from country dealers for spring delivery. These continue to come forward in good volume and compare very favorably with other years. They are better than were anticipated in many cases. Travellers will be in for the holidays this week, and with the usual quiet prevailing in wholesale channels at this season sorting business continues light.

Putty Demand Light; Prices Hold Unchanged

Montreal.

PUTTY.—Although whiting has been quoted higher in some instances—that is, for the English product—the price of putty has been unchanged. The situation follows the United States conditions quite largely, and while there is a firm market, no new prices are anticipated for the balance of the year. Notwithstanding this, if oil should be increased as a result of the conditions relative to deliveries of flaxseed, a somewhat higher tendency for putty is thought possible in some centres. Bulk putty is selling at $3.60 per 100 lbs. in casks; 25, 50 and 100-lb. drums, $4.45 per 100 lbs., and bladders, in barrels, per 100 lbs., $4.70.

White Lead In Oil Quiet And Unchanged

Montreal.

WHITE LEAD IN OIL.—There is light movement in the sale of white lead in oil. Market conditions are generally as they were last week, with the usual sorting request. Some of the dealers are also asking for limited quantities to be sent forward with the spring orders for paint materials. With pig lead firm in the New York markets a firmness of tone prevails, but with no change of price. In five-ton lots the quotations are $15.50 per 100 lbs.; for ton lots, $16; and for smaller lots, $16.35 per 100 lbs.

TORONTO

TORONTO, Dec. 20.—There was a firmer undertone to the market for linseed oil during the week, due to an advance of approximately 15c per bushel in the price of flaxseed. There was a continued weak feeling in turpentine and prices were reduced in some quarters.

Linseed Oil Was In Firmer Tone During Week

Toronto.

LINSEED OIL.—With an upward trend to the flaxseed market during the week there was a corresponding firmness in the market for linseed oil. Cash flaxseed on the Winnipeg market made a net advance of 15½c per bushel during the week, which now brings the price well above the three dollar mark at $3.11½ per bushel. Delivery of flaxseed has not been as heavy during the past week as in some recent weeks. In six days the inspections at Winnipeg amounted to 116 cars. The latest authentic estimate places the exportable supplies of Argentine seed at 28,000,000 bushels. Earlier in the season the amount was estimated at 40,000,000 bushels. Frost has caused considerable damage to the crop in that country. This Argentine seed under normal conditions would not begin to move until the month of February. Under present difficult conditions in shipping there is no assurance that there will be any free movement of seed by that time. Well-informed opinion in certain quarters inclines to the belief that prices of linseed oil are likely to hold firm or even advance. Demand for oil from large buyers has been fairly good. Conditions in the oil cake market are holding steady, with a good demand and prices firmly maintained.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.38-$1.48	$1.40½-$1.51
3 to 5 bbls.	1.38- 1.47	1.40½- 1.50
6 to 9 bbls.	1.37- 1.45	1.39½- 1.48

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Shows Lower Price Range

Toronto.

TURPENTINE.—There was a grading downward in the price of turpentine during the week to the extent of 1c to 1½c per gallon, making the range in price in single barrel lots from 70c to 72½c per gallon. There was a slightly firmer tendency in the primary market at Savannah during the week, but this market has shown a tendency to fluctuate somewhat rapidly within recent weeks. Local demand is not heavy, which condition is incidental to this season of the year. Dealers assert that if the demand were heavier there would be a much firmer situation at the present time.

	Imp. gal.
1 barrel	$0.70-$0.72½
2 to 4 barrels	0.69- 0.71½
5 gallon lots	0.77- 0.79½

Glass Market One Of Considerable Firmness

Toronto.

GLASS, PUTTY.—Conditions in the manufacture of glass have shown no improvement during the week. Advices from the manufacturing interests in the United States during the past week stated that the recent cold weather has greatly interfered with the supply of natural gas, and that plants have been

A Christmas Thought *for* B-H Dealers

As you look back over the past year's business, call to mind the number of new customers who have come to your store because it was a B-H store. Think of all it has meant to have a paint agency that carries real prestige.

Think of what the manufacturer of such a paint can do to back up its agents and help them toward real prosperity. Think of all the manufacturers of B-H Paint are doing to back up B-H Agents.

Thinking thus, you will appreciate the fact that it is no mere empty phrase when we wish you

A Prosperous 1918

We ourselves have prospered in the year that is drawing to a close. We believe every one of our agents has had a better year than he could have had without our agency. We're looking forward to greater business in 1918—and we now have in course of preparation new business-bringing sales helps to ensure for you the biggest year of paint business you've ever enjoyed.

If interested, tear out this page and keep with letters to be answered.

greatly handicapped as a result. The recent wage scale which was negotiated to take effect December 1 is 28 per cent. higher than the rate for last year. Some of the manufacturers started their plants about December 1, while others through the shortage of fuel did not commence operations at all. Some of those who did commence operations have since closed down temporarily owing to the fuel situation. Stocks in the United States are reported to be exhausted and the source of new supply almost entirely cut off. Manufacturers have withdrawn their prices and announcement will be made later as to what the charges will be. Stocks of glass in Canada have been depleted to a certain extent through the Halifax disaster, and there is every indication that higher prices are likely to prevail in the near future.

There were rumors of the possibility of an advance in the price of putty during the week. One manufacturer withdrew prices for a time, but other manufacturers still continue to quote. In one quarter the belief was expressed that higher prices were probable through the action of the concern in question in withdrawing prices. Quotations continued to be made on the basis of last week and at prices given in current quotations.

Paint Business For Spring Promises Well

Toronto.

MIXED PAINT.—From present indications there would seem to be very good grounds for thinking that the paint trade for next spring will be quite satisfactory. Manufacturers report that booking business is good, and that retailers are showing no hesitancy about ordering their supplies for next year. Manufacturers are protecting their customers against a decline, in that they give them the advantage should a decline take place between now and the time of delivery. So far as indications go there would seem to be no grounds for looking for any easier tendency so far as prices are concerned. The belief is expressed by those closely in touch with the linseed oil situation that there is every likelihood of a firm upward trend in that commodity.

IMPROVING THE CO-OPERATION OF BUSINESS

(Continued from page 48.)

sential that such prices should be arrived at according to some general plan and upon a definitely declared basis Such general principles should be followed so far as possible wherever the government acts to control prices and would serve as a yard stick or standard between different industries.

"In other cases the government has not consulted business men but has conducted independent investigations and announced prices without giving any information as to the basis on which such prices were reached. This necessarily creates antagonism on the part of business men who are unaccustomed to autocratic control, and prevents the co-operative response which might be expected from business men if they had a clear understanding of what was being done.

"Knowledge of actual conditions existing in business in its intricate ramifications can be acquired only by years of intimate contact. In the judgment of business men it is essential to success in government control of prices and distribution to establish a basis upon which this knowledge and information of business men can be at the service of the government under such circumstances as not to be influenced by selfishness or the need of self-protection."

Thus is the basis of co-operation between government and business being clarified and strengthened. The business men of the United States are endeavoring in every way to assist in the efficient organization of the nation for war; and the government is showing a complete willingness to accept the co-operation. In both respects Canada has something to learn.

There is a general and thorough understanding of the lines on which the new organization is to be built. It can be summarized in the one word, concentration.

HOW GROCERY TRADE WILL BE REGULATED

(Continued from page 53.)

Rule 1.

A retail grocer shall only do business in Canada provided he conforms to the Food Controller's regulations, and is licensed in accordance with the rules and regulations governing such class of business.

Rule 2.

With a view to the better conduct of business, and as a protection to the consumer, the following shall be considered as the minimum standard to which applicants for licenses shall be required to conform.

(a) Sanitary conditions, and equipment must be satisfactory to the Food Controller.

(b) Qualification not less than two years' experience in the retail grocery trade.

FORM OF APPLICATION FOR RETAIL GROCER

Class 6.

I/We hereby make application for a license under Class 6.

I/We have been established in business since .....

At last stock-taking the value of stock on hand was .....

(Give value of stock last stock-taking)

.....

(and date of same)

Our total assets are.....

Our total liabilities are.....

Our net surplus is.....

I/We agree to conform to the rules and regulations as laid down by the Food Controller from time to time.

.....

(Name of applicant)

.....

(Address)

.....

(Province)

License fee must accompany application.

RECOMMENDATION OF THE COMMITTEE.

The members of the Committee called to formulate regulations for the control of foodstuffs handled by the various trades of Canada consider themselves as commandeered for the service of the state. In consequence, they have given their most earnest thought to drawing up these recommendations. They have been animated by a loyal desire to utilize their special knowledge and experience in connection with trade matters to the best advantage of the country at large. It is hoped that the following recommendations will assist the Food Controller for Canada in controlling and regulating trade, in conserving the foodstuffs of Canada, and in reducing the cost to the consumer.

In comparison with the factors of original production in the community, the business man, by whom is meant the manufacturer and dealer, is bearing more than is his due of the burdens of the nation's responsibilities. In addition to voluntary contributions to Patriotic, Red Cross and various other funds, he has to shoulder income, excess war profits, and, in certain cases, exceptional taxation not shared by the producers, whose profits by the very reason of multitude and the variety of production cannot within the limits of practicability be arrived at, and which, by reason of individual small volume of business, usually escape levy. What the Committee wishes to arrive at is a basis of control, which, while placing the manufacturer and merchant on a fair equality with other elements of the community, will eliminate all undue profits.

The following recommendations are therefore respectfully submitted:—

1. That a license system be established, covering all branches of trade in foodstuffs, and that a small license fee be imposed to cover the cost of operating this system; thus all expenses will be borne by the trade itself, and not by the taxpayer.

2. That with the establishment of a license system, there follow a comprehensive organization, so that each step from producer to consumer shall be effectively controlled.

3. That all rebate and secret commission operations be prohibited; that collusive methods now obtaining and now causing such unrest and suspicion, both within the trade and in the minds of the public, be prohibited; that combination sales whereby a merchant sells one commodity or any specified quantity of it, contingent upon the purchase of quantities of any other goods, be prohibited.

4. That for the reduction of business operating costs, the following suggestions be carefully considered:—

(a) **For the prevention of overlapping and duplication in the work of travelling salesmen,** some restriction should be imposed regulating the manner of times in one week travellers may call on customers of a wholesale firm in distributing centres, and the number of times per month in country districts.

(b) **For the adequate organization, according to local needs, of a centralized delivery system;** the restriction on the number of deliveries to retail customers and the fixing of times of delivery in various zones for the distribution of goods during the day should be arranged. Moreover, the number of times a wholesale house may be called upon to deliver goods be restricted, and the minimum weight of individual deliveries fixed.

5. That properly to administer and enforce a license system, a well equipped organization be created so that there may be removed the possibility of the work of the Food Controller becoming ineffective.

6. That a rigidly enforced system of stock returns be instituted, by which the Food Controller may be enabled to prevent hoarding in Canada, through which system any firm overstocked with goods may be compelled to distribute its surplus among other firms whose supplies are short.

7. That every trade and every branch of trade be rigidly controlled as to the percentage of profit or turnover, and that by the strict enforcement of regulations against profiteering and speculation such rates of profit be not allowed to exceed the rates of pre-war profits.

Signed: P. B. Tustin, chairman, chief Food and Dairy Health Department, Winnipeg; H. Blain, Eby-Blain, Ltd., Toronto; H. C. Beckett, W. H. Gillard & Co., Hamilton; H. Bruce Gordon, The Codville Co., Ltd., Winnipeg; G. M. Bate, H. M. Bate & Sons, Ltd., Ottawa; W. E. V. Jones, Leeson, Dickie, Grosse Co., Ltd., Vancouver; Robert Kelly, Kelly-Douglas Co., Ltd., Vancouver; Zeph. Hebert, Hudon, Hebert Co., Montreal; E. M. Trowern, secretary, Dominion Board, The Retail Merchants' Association of Canada, Ottawa.

MANUFACTURERS ENDORSE ACTION

Be it resolved that we, the manufacturing interests here represented, unanimously endorse the programme outlined and pledge our support to the Food Controller. We appreciate the seriousness of the food situation and realize that it is our duty to conscientiously conserve our food resources. We realize, too, that it is our bounden duty to bring this situation before the people of Canada, and we would suggest to the Food Controller that a letter be prepared to be sent to all the commercial travellers, who could have a great influence in moulding public opinion on this important matter.

This resolution unanimously adopted.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color.

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

BERRY BROTHERS' CELEBRATED MADE IN CANADA VARNISHES

BRILLIANT DURABLE UNEXCELLED

WALKERVILLE, ONT.

BERRY BROTHERS' trade mark and label bear the same relation to their made-in-Canada varnishes and enamels as the Sterling mark on silver. Sixty years' experience based on "quality first" are sealed up in every can of "Berry" products.

Discriminating buyers have learned that "Berry "brands are absolutely reliable and true to description, and this wide reputation is a valuable asset for dealers handling our line.

The label of Berry Brothers is usually the only argument needed in marketing "Berry" Finishes.

Here are some profitable specialties. They are staples of the varnish trade and ready sellers.

LUXEBERRY ENAMELS—white, ivory and three shades of grey.

LIQUID GRANITE—floor varnish. Makes a smooth satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE - ONT.

(636)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 60%. London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 55 to 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb, 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb.	$3.00
B x 50 lb.	3.60
A x 75 lb.	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.....12-13c
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Sixe 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 25
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ ....

Galvanized	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ....

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

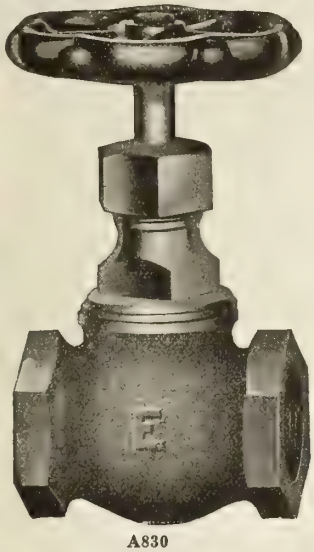
F.O.B. Toronto, Montreal, London, and Hamilton.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES

Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
247-255 Carlaw Ave., Toronto, Canada

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in..	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- .....

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

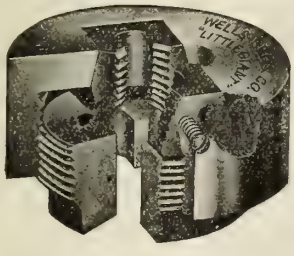
NAILS (HORSE)

C Brand

Size	Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Little Giant Screw Plates

Little Giant Combination Screw Plates—like illustration—are handy sets for garage repair shops or for the owner who does his own repairing. There are taps and dies for cutting both U.S. Stand. and S.A.E. Stand. threads, a stock fitting all the dies, a tap wrench, and a bit brace die holder for hard-to-get-at places.



THE LITTLE GIANT DIE

Dealers can readily see the possibilities of a set of this kind. There is already a large demand for screw plates for automobile repairs. Cash in on this demand! Stock Little Giant Screw Plates and please your customers by selling them the best.

Ask for catalogue, terms, etc., and samples of envelope stuffers for dealers.

Wells Bros. Co. of Canada, Ltd.
GALT ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

P H
TRADE MARK

QUALITY FILES

—

The Standard of File Efficiency

—

Made in Canada
By Canadians
For Canadians

—

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

If interested, tear out this page and keep with letters to be answered.

No. 9 .... 3 75
No. 10 .... 3 75
No. 11 .... 3 75
No. 12 .... 3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 — 48 inch...$ 6 20
18 inch... 2 65 — 60 inch... 7 70
24 inch... 3 40 — 72 inch... 9 20
30 inch... 4 00 — 84 inch... 10 50
36 inch... 4 75 — 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 — 42 inch...$10 50
18 inch... 5 00 — 48 inch... 12 00
24 inch... 6 30 — 60 inch... 15 00
30 inch... 7 75 — 72 inch... 18 00
36 inch 9 00

1 inch mesh and 20 ga. wire

12 inch...$4 00 — 42 inch...$12 00
18 inch... 5 50 — 48 inch... 14 00
24 inch... 7 00 — 60 inch... 17 00
30 inch... 8 50 — 72 inch... 20 00

¾-inch mesh and 20 ga. wire)

24 inch...$10 50 — 36 inch...$15 00
30 inch...... 12 75

½-inch mesh and 22 ga. wire)

24 inch...$16 50 — 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640		$ 0 75
1848		0 85
2060		0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American) $21 50
U.S. Navy (unspun)........ 20 75
Clipper (unspun) 21 50
U.S. Navy, Eng., unspun... 20 00
U.S. Navy, Eng. (spun).... 21 00
Plumbers (spun) $8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS

See weekly report.

PACKING

	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 24
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto

PAPER

	Per 100 ft. roll
Dry Fibre No. 1 roll	1 10
Dry Fibre No. 2 roll	0 50
Anchor Brand	1 10
Glazed sheeting	0 50
Tarred Fibre No. 1 roll	1 25
Tarred Fibre No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	2 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15

Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case
5 gross, 4-in. (loose)....$0.80-$0.90
4 gross (cartons) 4½ in. 0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl......... 4 75
Navy pitch, per bbl......... 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz. ....$ 3 00
12-oz. bottles, doz............ 6 00
1-qt. can, doz............... 15 00
½-gal. cans, doz............. 24 00
1-gal. cans, doz............. 36 00

Discount, 33 1-3 per cent.

Liquid Veneer—
4 oz., doz. $2 00
12 oz., doz............... 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10

F.o.b. Fergus, London.

PUMPS

Pumps 40%
Cistern Pumps 40%
Set Lengths 40%
Brass Lined Cylinders 40%
Brass Body Cylinders 40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto. Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws
Dozen $7 00

SETTEES

Settees, 4 passenger 10 00
Awning, each 5 00
Table, each 2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized $9 25
Standard painted 7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto
Philadelphia New York
London, Eng.

Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

GLUE IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels......	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

—Per Dozen—

	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black.......	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	17 80	.....	14.80
Coal Shovels, No. 3 Black.........	22.00	.....	14.50
Sand Shovels, No. 3, black.........	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black.........	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black.......	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim....... 30 00
Champion, Jap'd trim...... 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B.B. 36 00
Grand Rapids, Jap'd trim., B.B. 32 00
Parlor Queen, nic'd trim., B.B. 42 00
Princess, nic'd trim., B.B... 37 00
Standard, nic'd trim........ 32 00
Standard, Jap'd trim........ 29 00
Universal, nic'd trim, "Cyco" bear. 34 00
Universal, Jap'd trim., "Cyco" bear. 30 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00
F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Prices net list.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1 .... $2 05
Jump, No. 1 .... 2 65
Hawley & Norton, No. 1.... 3 15
Newhouse, No. 1 .... 4 30
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. ....$
550 ft. ....
600 ft. ....
650 ft. ....

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 48½-60
4-ply wrapping, lb. ....52 -65
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz..............$16 50
No. 1, per doz.............. 14 25
No. 2, per doz.............. 12 00
No. 3, per doz.............. 10 50
F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs...	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz..46.20-48.00
Garden steel wheel, doz..57.60-63.00
Light garden, doz.......43.00-54.00
F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 66
No. 11 .... 6 72
No. 12 .... 6 80

Wire Bale Ties

No. 12 .... $6 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$5.50-$6.20
No. 9 pl. galv. 4.70- 5.90
No. 12 pl. galv. 4.85- 6.00
No. 13 pl. galv. 4.50- 6.15
No. 9 coil sp........... 5.00- 5.90
No. 12 coil sp........... ....- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized..... 6 50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanised after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth. per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in............. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets. See weekly report.

OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON

HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

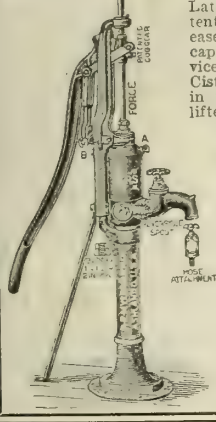
London Rolling Mill Co., Ltd.

LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Myers Cog Gear Pumps



Late improvements and patented features, producing ease of operation, greater capacity and uniform service, from Myers Well and Cistern Pumps, keep them in the front ranks as water lifters of exceptional merit for private or public service.

Sold by dealers everywhere, and distributed by leading jobbers throughout Canada.

Catalog on request.

F. E. MYERS & BRO. Ashland, Ohio.

J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.

Lewis Bros., Ltd. Montreal

Distributors Myers Pumps.

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.

ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

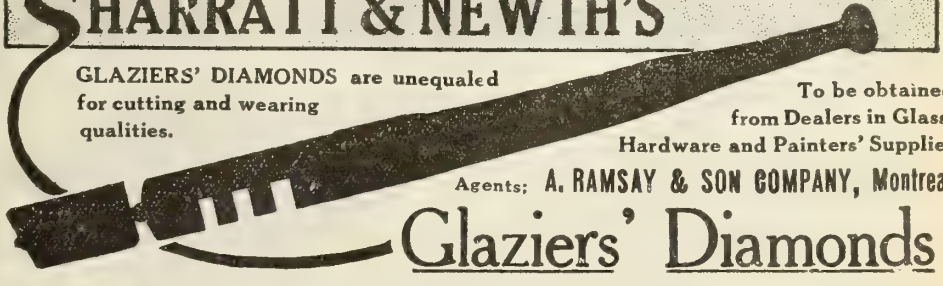
JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

SHARRATT & NEWTH'S



GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents; A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

Say you saw it in Hardware and Metal

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white 2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.50 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.

Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2 00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs.	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite	6 50
Albagloss	5 50

GLUE Per lb.

Brantford All Round Glue—

Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.

French medal (prices withdrawn)

English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 15% on box glass.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	....
50-lb. drums	....
25-lb. drums	....
1-lb. 100s, papers	....
½-lb. 200s, papers	..

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 70	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.25 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.35.

Pure Orange, gal., $3.75-$4.10.

Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
Jamieson's Copaline	2 75
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In five gallons	$1.80
In barrels	1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

THE DOUGALL VARNISH CO., LIMITED
J. S. N. DOUGALL
PRESIDENT.
MONTREAL
CANADA.
Associated with
Murphy Varnish Co
U. S. A.

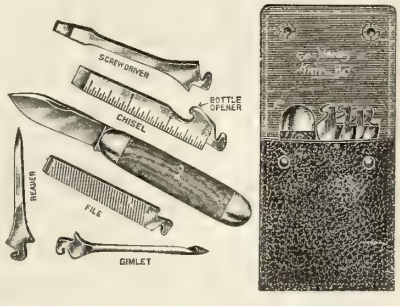
We Wish You A Merry Christmas AND A Happy New Year

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.
Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.
PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set.......$1 80
Mrs. Pott's No. 50, set...... 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William. $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.....$2 20
Stephens Exalite, gal......... 3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Show your customers the difference between "Stephens'" Paint and "Just Paint"

You owe your customers the full protection of your experience—and it is mighty good business to give it.

Your customers will appreciate the information you can give them about Stephens' Paint. Too many householders have been bitten by the "cheap" paint bug. You know what "cheap" means in paint and you know, too, that there is nothing "cheap" about any "Stephens'" Product.

Point out to your customer that when he buys *"Just Paint" he* takes all the chances. When he buys "Stephens'" Paints we take the chances. Back of every can of "Stephens'" Paint is our unconditional guarantee that it will do all that we claim for it.

Educate your customers to buy only standard brand paints—"Stephens'" preferred.

If there is no "Stephens'" Agent in your district there is a good chance for you to get exclusive territory. We will give you every assistance to produce sales. Get our proposition.

G. F. STEPHENS & CO., LTD.

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

A Man Named Rogers

MR. ROGERS was a hardware dealer. He came into the offices of the MacLean Publishing Company to compliment the editor of HARDWARE AND METAL on the very fine Special Spring Number—and it deserved the nice things Mr. Rogers had to say.

He told the editor that he had gone through all the issue, and saw there the advertisements of many firms from whom he bought goods and many from whom he bought nothing. But there was one firm's advertisement that was absent—the stove manufacturer from whom he had bought thousands upon thousands of dollars' worth of stoves. Mr. Rogers was so disappointed—even aggrieved—that he sat right down and wrote to this firm his views.

The sequel in regard to this firm doesn't matter in the telling of this story. What does matter is its application to you.

BE sure of this: many from whom you receive much business want your advertising to appear in their business newspaper. If it be absent, your hold on your customers may be weakened. You may even let some competitor steal away your customers—it has happened. And when your customer or customers have been won away from you, then you may say: "....." Well, what would you say? Would it not mean that it would have been cheaper to have spent money in advertising your business than to have lost customers?

And by the same token, if you keep on advertising, in an impressive way, in the business paper your customers read, you may win away from some non-advertisers the customers they have. It has happened.

Here are six trade newspapers some one or more of which may be read by your customers or desired customers:

CANADIAN GROCER
HARDWARE AND METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER AND STATIONER
SANITARY ENGINEER

We'd like to hear from you about this matter —to send you copies of these papers and our advertising rates.

These six business papers are all leaders in their field and are published by

The MacLean Publishing Co., Limited

143 University Avenue, Toronto

If interested, tear out this page and keep with letters to be answered.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

THE PARTNERSHIP WHICH HAS BEEN CARRIED ON UNDER THE NAME OF WOOD, VALLANCE & CO. HAS BEEN DISSOLVED BY THE EFFLUXION OF TIME. THE PARTNERSHIP ASSETS HAVE BEEN ACQUIRED BY WM. A. WOOD, S. H. ALEXANDER AND G. F. JAMES, WHO WILL CONTINUE THE BUSINESS UNDER THE NAME OF

WOOD, ALEXANDER & JAMES

THE DEBTS DUE TO THE LATE FIRM ARE TO BE PAID TO THEIR SUCCESSORS, WOOD, ALEXANDER & JAMES, WHO WILL ASSUME AND DISCHARGE ALL LIABILITIES.

WE SOLICIT FROM THE PUBLIC A CONTINUANCE OF THE PATRONAGE SO LIBERALLY BESTOWED FOR SO MANY YEARS UPON THE LATE FIRM.

Hamilton, Ontario,
29th November, 1917.

Wood, Alexander & James

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

Don't leave that Lawn Mower Order until too late!

Make sure of delivery on Taylor-Forbes Lawn Mowers by placing your order with your jobber before the end of the month. It is so difficult at present to get raw materials that we require to know your wants early so that we may be in a position to contract for iron and steel while it is to be had.

Leaving your order until after the New Year may possibly spoil a good season on Lawn Mowers next Spring and Summer—so order now—don't put it off.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Can.

PIPE AND THE PUBLIC WELFARE

By R. C. McWANE

A Book Just Off the Press

Every sanitary engineer should be the possessor of this book. It deals with pipe-making of all kinds, cast iron, wrought iron, steel, wood and tile pipe. It is valuable because it gives the users of pipe a true idea of how pipe lasts under various conditions when in service.

Price $1.00 Postpaid

MacLean Publishing Co., Limited, Book Department
University Ave., Toronto

NAILS

"From Ore to Finished Product"

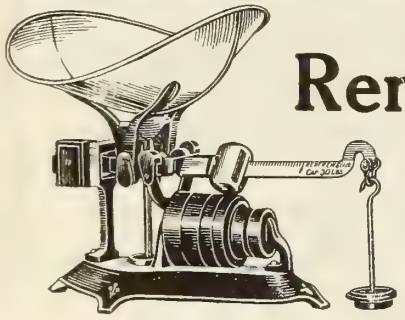
WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE



The **Renfrew** Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Galvanized Sheets

APOLLO—For over a quarter of a century the recognized standard.

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

You take no risk of unsatisfactory service when you recommend these Sheets for all classes of sheetmetal work.

GOOD WORKING QUALITY
UNIFORM WEIGHT
A COATING THAT STICKS

Are some of the advantages that help you win and hold trade.

Our stock is complete in sizes and gauges.

YOUR ORDERS SENT TO US GET QUICK SERVICE.

Winnipeg Ceiling & Roofing Co.
Limited
P.O. Box 3006 WINNIPEG, MAN.

Sheetmetal Manfg. Co. Ltd. Calgary, Alta.
Edmonton Metal Works, Ltd. Edmonton, Alta.

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

ACME
PATENTED

Running Board Steel Mats

are wanted **now.** Every owner of a Limousine, Touring Car, or Electric is a **possible buyer.**

These mats are neat, strong and durable. Both running board and mat can be cleaned without removing mat or springs. Mat can be rolled up and put away in car for use at any time.

Two sizes to retail at $1.25 and $1.50 each.

Write for Folder and Discounts.

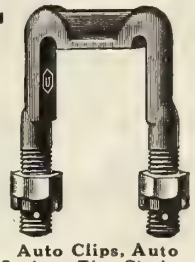
Acme Steel Goods Co. of Canada, Ltd.

Agents:—P. A. C. McIntyre & Co., Winnipeg; H. C. Brennan Co., Ottawa; J. M. Paquin, Montreal; Landry & Simard, Quebec; Lynch & Manley, Toronto.

BAR IRON

We can give quick and accurate service on orders for Bar Iron, Bar Steel, Band Steel and Angles.

We carry a full stock of Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers, Bolt Ends, Turn Buckles, Auto Curtain Fasteners, Handles and Locks.



Auto Clips, Auto Springs, Tire Chains, Auto Rims, Auto Bumpers, Lock Washers.

C. KLOEPFER, LIMITED
44-50 Wellington St. East, TORONTO
And at Guelph, Ontario

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.
Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

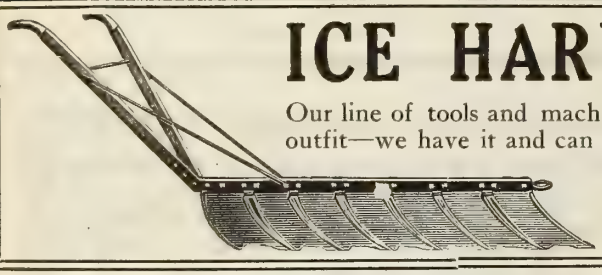
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE HARVESTING MACHINERY

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Mention This Paper When Writing Advertisers

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEALS

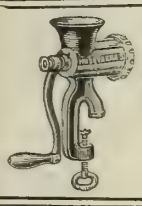
Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

"Climax" Paper Balers

Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

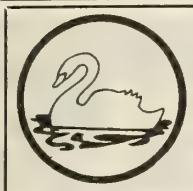
BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your wholesaler for **SWAN WEATHER STRIP**, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

"VIOLA" Cabinet PHONOGRAPHS

Registered
Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
330 Notre Dame Ave., Winnipeg, Man.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

HERE'S A PROFITABLE SIDE LINE.

The Pantaphone will occupy little space on your floor, and no one who comes into your store can pass its beautiful cabinet without displaying pleased interest. And anyone who is interested will be quickly won over by the full, resonant, beautiful tone reproduction. Many hardware merchants have sold Pantaphones as a side line with a minimum of trouble. You too can do it. Its price helps. Find out more about it.

Canadian Phonograph & Sapphire Disc Co., Limited, 408 Builders Exchange, Winnipeg

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

VOLPEEK MENDS HOLES in POTS & PANS

NEEDED these days in every home for mending Graniteware, Tin, Aluminum, Iron, etc.; is easily applied with the fingers and hardens in two minutes, making a sanitary mend at a cost of ½ cent. A good War Time Specialty that gives you a good profit. In attractive display stands from your wholesaler, or write us direct.

H. NAGLE & CO.,
Box 2024, - - Montreal

fifteen cents

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LUNN'S LAMINATED SKATES

Every pair made by hand—every pair guaranteed—extremely light, but will stand any amount of hard wear. Made to last and made to give satisfaction.

Write for Prices.

G. J. LUNN & COMPANY, - - 134 Chatham St., Montreal

TRY US FOR

NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

115-121 SUMACH STREET - - - TORONTO, CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Wanted

SITUATIONS VACANT

FIRST-CLASS HARDWARE MAN—ACCOUNT our location applicant must be able to speak German. Good wages for good man. Box 507, Hardware and Metal.

SITUATIONS WANTED

HARDWARE TRAVELLER IS OPEN FOR AN engagement, having several years' experience in the line, with first-class references, or would like to take up agencies for the City of Montreal and Province of Quebec. Box 508, Hardware and Metal.

YOUNG MAN WITH EIGHT YEARS EXperience in hardware and paint, open for travelling or inside position in Ontario about January first. Good references. Box 509, Hardware and Metal.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

CHRISTMAS Show Cards and Price Tickets with the Yuletide touch.

W. H. STEVENSON
Stevenson Bldg. TORONTO

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal
Want Ad Department

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

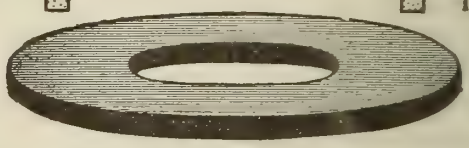
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Look for the full name

Russell Jennings

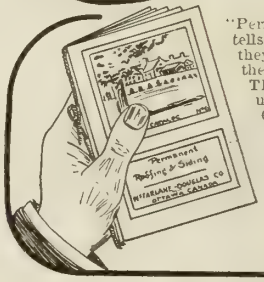
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Read this Book and know the perfect roofing



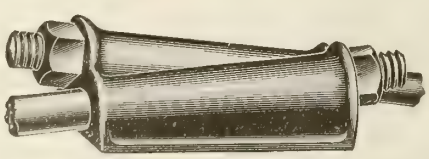
"Permanent Roofing and Siding" is a book that tells you all about "Crown" Metal Shingles—how they're made—what they're made of—how to lay them—why they wear so well—why they make THE PERFECT ROOF. It also gives some useful information on "Crown" Sidings and Corrugated Iron.

This helpful book is yours for the asking. Will you write for it to-day?

McFarlane - Douglas Co.
Limited
OTTAWA, CANADA

MALLEABLE IRON LUGS

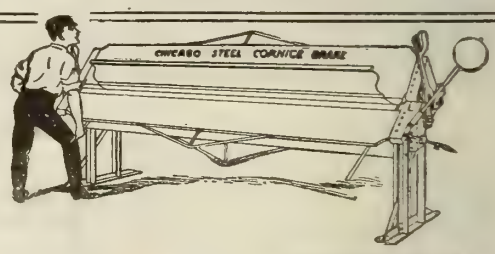
SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

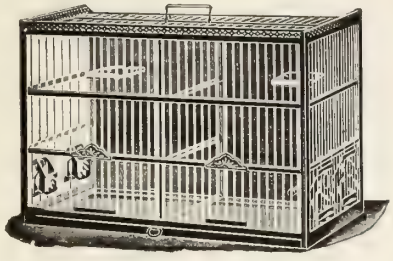
The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



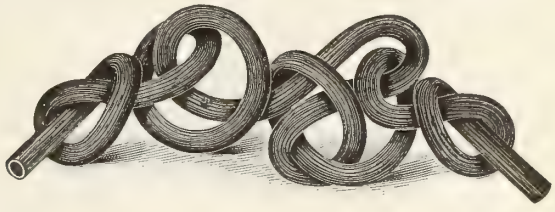
No. 868—17¼ x 8¾ x 13¼"
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

Here's a Merry Christmas to you all

To all who are selling Lufkin Goods and to all who are going to sell them we extend Heartiest Greetings for the Christmas Season and a wish for a prosperous 1918.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

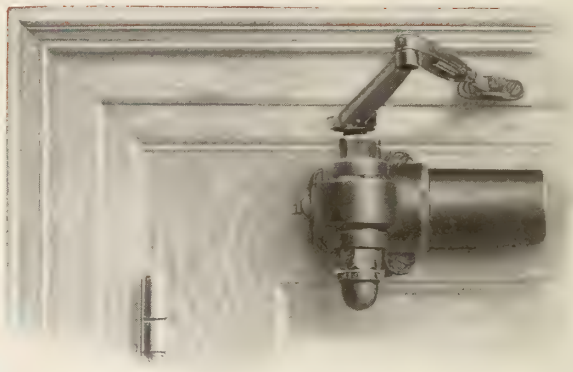
THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

The Coal Pile Goes Down

When the door's left ajar

Half Pound of Coal for Every Minute That Door is Open Three Inches in Zero Weather.



It is estimated roughly that enough cold air enters a room in zero weather when an outside door is left unlatched to lower the coal pile a half pound a minute to restore the normal temperature of the room.

In the interest of economy it is advisable for every outside door to be fitted with a

TO-LO-GO

RIXSON DOOR CHECK

TO-LO-GO

to eliminate this big wastage of a much needed and scarce commodity during war time.

The hardware dealer who goes after the door check trade of his town on the economy basis will cash in on some nice business right now.

The **Rixson door check** has long since won a reputation for itself as the check that stands up under all conditions—the severest winter weather or the hottest summer days.

The check shown above is one of the several Rixson styles made for the different uses around a building—the public building. the store, the home.

SEND FOR DESCRIPTIVE LITERATURE ON THE RIXSON LINES

Immediate delivery from large stock. If you desire Spring delivery send specifications at once. Write now and secure your copy of new "TO-LO-GO" Catalog which will be ready for distribution by January first. It covers the complete range of hardware which we manufacture, including: Rixson Door Checks, Checking Floor Hinges, Builders', Cabinet, Refrigerator and Structural Hardware.

TORONTO LOCK MFG. COMPANY

Factories: PATTERSON PLACE

Toronto, Can.

HARDWARE AND METAL

Vol. XXIX No. 52 | PUBLISHED EVERY SATURDAY SINCE 1888 | December 27 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Kyanize KY-AN-IZE

New Plans 1918 New Goods

For One Dealer Only in each Locality

If there is now no Exclusive Agent for

Kyanize KY-AN-IZE Varnishes and Enamels

in Your Town write to-day—at once—for Money-making, Business-building plan. Don't let this opportunity slip.

Ask any Kyanize KY-AN-IZE Agent

what he thinks of our product—what co-operation we give—what our advertising does.

We'll Leave it to You

to judge when you hear what others say. But hurry. Spring orders are rolling in now.

Send Yours To-day

Not only the Highest Grade Goods

Kyanize KY-AN-IZE

Methods that draw New Trade to Your Store

For Window, Counter and Store

Kyanize KY-AN-IZE

Advertising that's New—Up-to-Date and Forceful.

Boston Varnish Company KY-AN-IZE

EVERETT STATION

BOSTON, U. S. A.

DISTRIBUTORS:

WESTERN CANADA:

J. H. Ashdown Hardware Co., Limited

Winnipeg—Calgary—Saskatoon

DISTRIBUTORS:

EASTERN CANADA:

Sturgeons, Limited

Toronto, Ontario

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

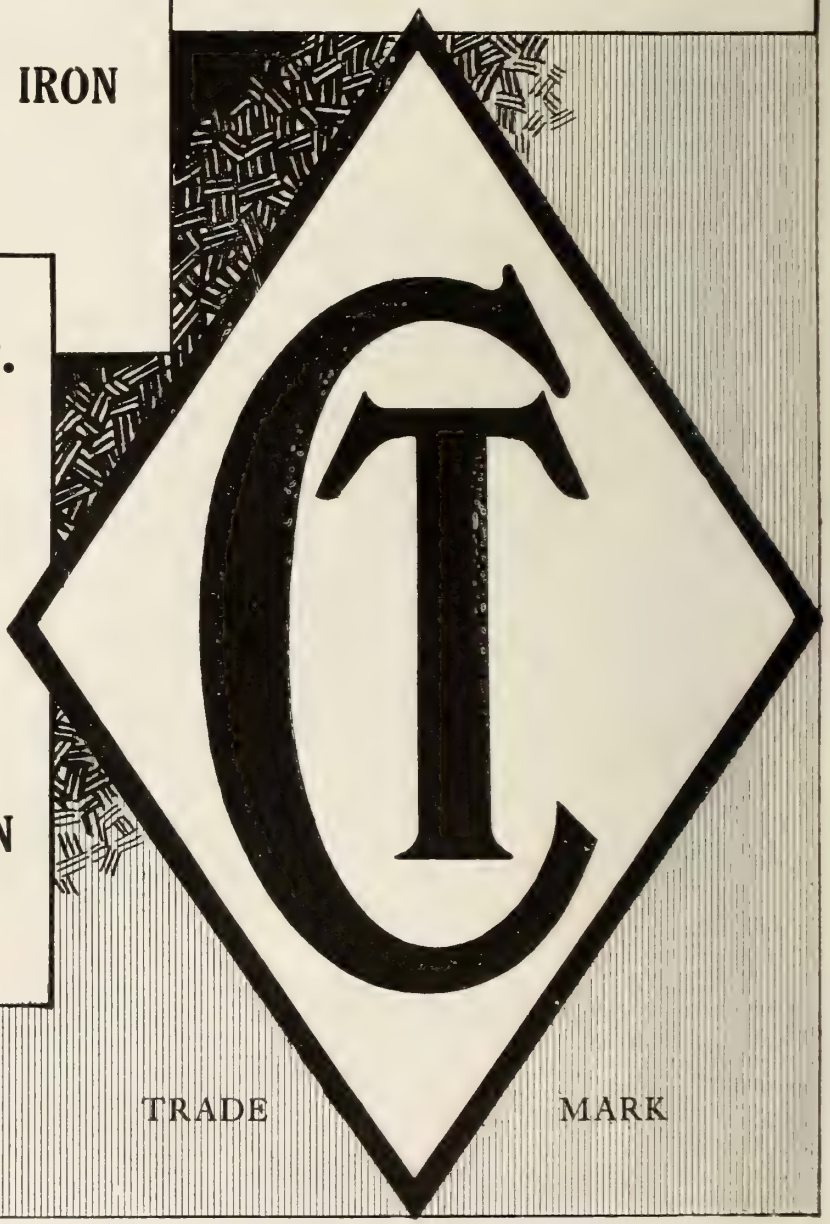
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited

MONTREAL



TRADE MARK

TONCAN METAL

Resists Corrosion

The maintenance expense on the Edgewater Beach Hotel, Chicago will be reduced because all of the window frames, fire-doors, sky-lights, eavestrough, conductor pipe and, in fact, all the exposed sheet metal work is made of Toncan Metal Sheets.

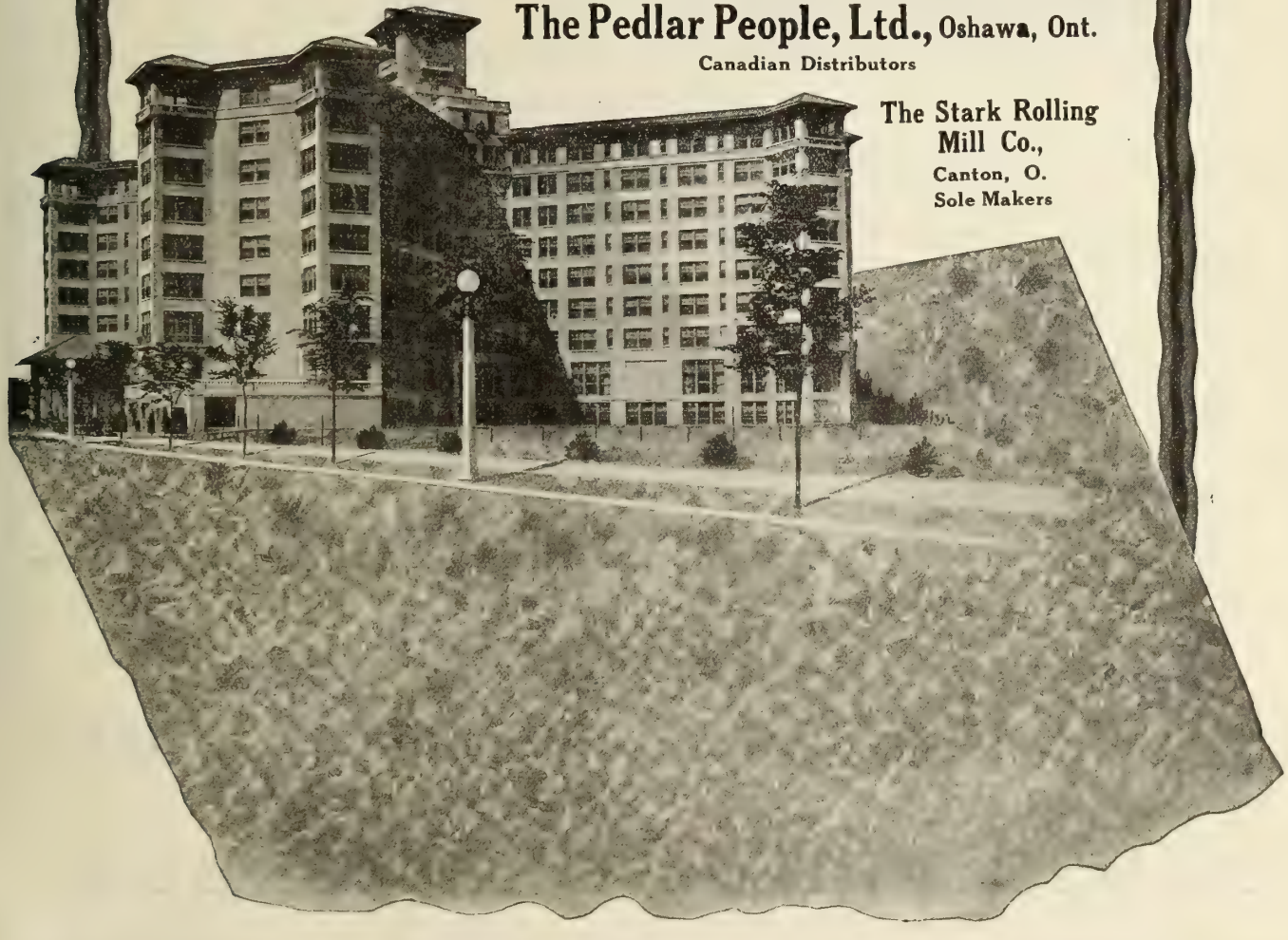
The ravages of corrosion hold no terrors for Toncan Metal Sheets and as a result, it means a great saving in repair bills to the building owner. Moreover, its first cost is moderate.

Nearly 100% pure, very dense and homogeneous, Toncan Metal Sheets will resist corrosive influences that a good quality steel or iron sheet could not withstand. Toncan Metal is made black, painted or galvanized, and is procurable in the flat sheet or various fabricated forms.

Write for "Corrosion—The Cause—The Effect—The Remedy."

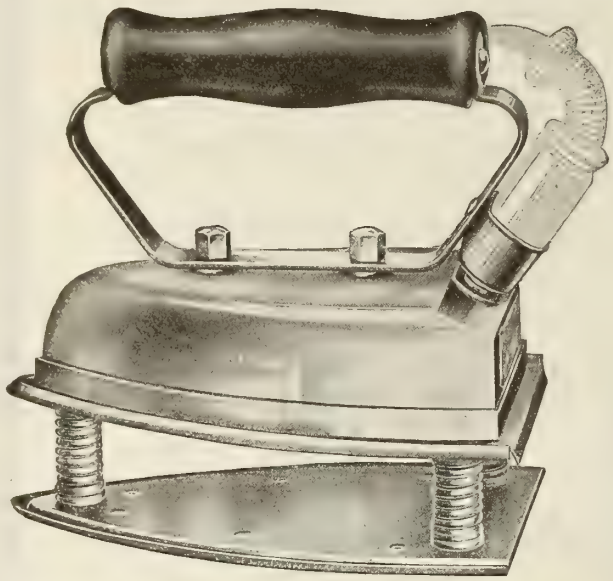
The Pedlar People, Ltd., Oshawa, Ont.
Canadian Distributors

The Stark Rolling Mill Co.,
Canton, O.
Sole Makers



If interested, tear out this page and keep with letters to be answered.

UNIVERSAL



"Universal" Electric Irons

No. E905 New Model.

No. E905 same with push button switch. Both full nickel plated with heat proof stands. Equipped with ebonized handles, 6-foot heater cord and Hubbell lamp socket plug.

Weight of irons, 6 lbs.

A STURDY, dependable Electric Iron built of the finest materials and designed to stand up under the hardest service.

Terminal troubles are practically eliminated by 7 point Connector and Cord Protector grip.

The large heat storage capacity and efficient heat distribution prevent the necessity of waiting for the iron to heat up.

Persistent and well balanced national advertising creates a steady demand for UNIVERSAL Irons.

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives:

A. MACFARLANE & COMPANY

Coristine Building, MONTREAL

ORDER FROM YOUR JOBBER

If interested, tear out this page and keep with letters to be answered.

Let not the warmth of this our message of Goodwill and Prosperity be chilled in cold print! We hesitate about using the word "prosperity," as very few of us will know the meaning of it until years after the War.

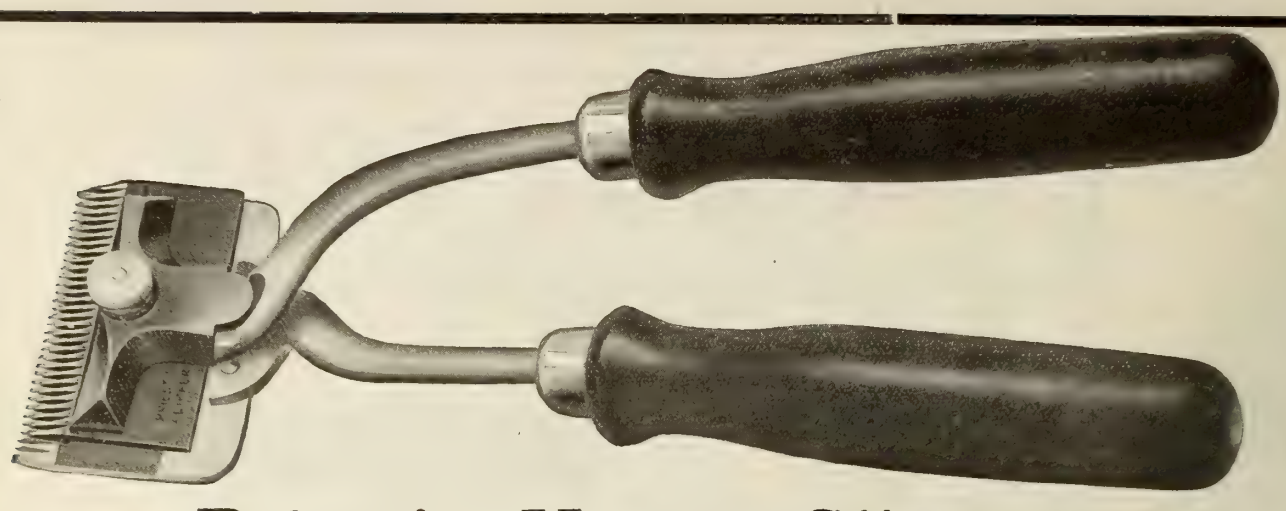
We shall endeavour to give you as prompt service during the coming year as conditions will permit. The War has lasted long enough for you to appreciate that transportation facilities are not as ideal as we would like to see them. The shortage of most lines of staples tends to hamper the prompt filling of orders.

In the past this Company has received their greatest support on account of "Service." It is our intention to live up to our reputation as nearly as possible.

LEWIS BROS., LIMITED

Montreal

If interested, tear out this page and keep with letters to be answered.



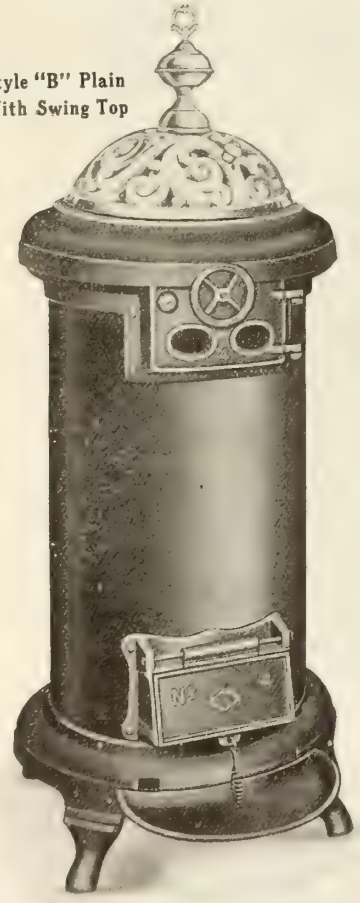
Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York C ty



Style "B" Plain
With Swing Top

OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

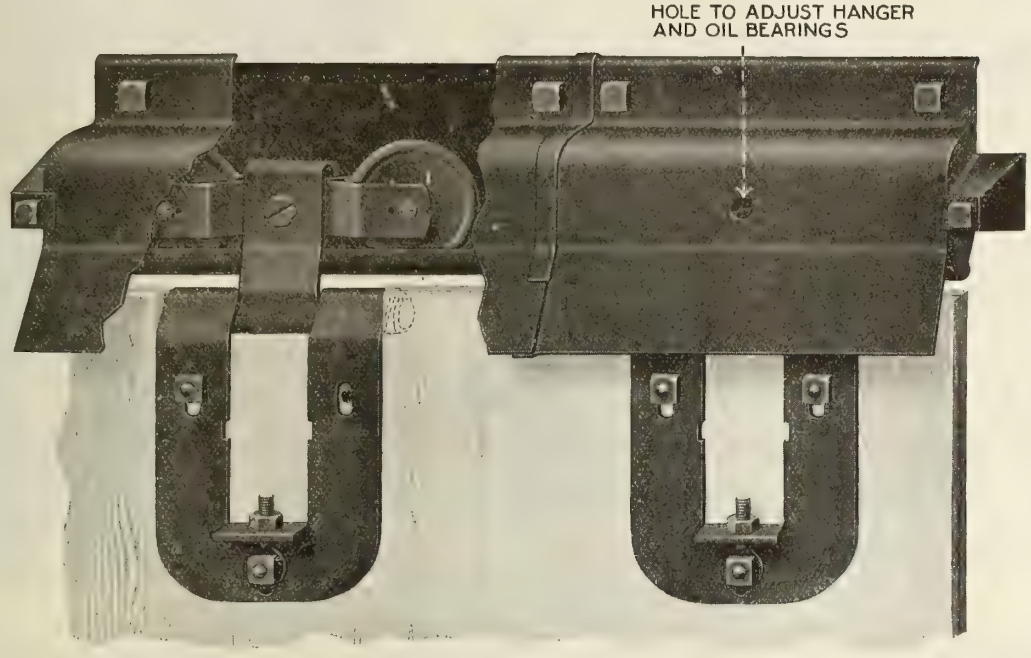
They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG



Where a tight-fitting door is required

If any one comes into your store and tells you he can't get a Barn Door Hanger that carries the door close to the rail, you show him our No. 88 Adjustable. Show him how it can be adjusted both vertically and laterally **after the door is in position.** The adjustment construction is very simple and is easily operated. You should have a model of No. 88 Hanger to demonstrate how easily and how effectively it operates. Ask us about it when you write.

No. 88 Hanger is fully flexible and is equipped with our Improved Storm-Proof rail which really **protects.** It is packed the "National way" with everything necessary to its hanging, including a set of illustrated directions.

Have you a "National" Catalog?

National Manufacturing Co.

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Why Don't You Increase Your Hanger Business?

The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada

SILENT SANITARY SCHOOL DESKS

WITH FOLDING SEATS

VIEW OF ROW OF SILENT SANITARY DESKS IN POSITION

SINGLE—EACH ACCOMMODATING ONE PUPIL

Mr. HARDWAREMAN, You sell your schools their supplies. Why not include school seats? Schools are being looked over and repaired; why not look after the new desks wanted?

Write for information and prices

Canada Foundries & Forgings, Limited

James Smart Plant

BROCKVILLE, ONT. **WINNIPEG, MAN.**

If interested, tear out this page and keep with letters to be answered.

It Carries a Better Profit

"Did a customer ever come into your store and ask for five or ten pounds of Manila Rope?"

We will wager that if he did he was one in a thousand. The average customer does not think of rope in terms of pounds. He knows how many feet he wants for his hayfork, his well rope, or tackle, and he orders accordingly.

Why don't you sell

Plymouth Rope

to your customer on his basis—by the foot? You will satisfy him better and you will make a better profit.

Hundreds of dealers are now selling Plymouth Rope by the foot and they are enthusiastic over the results.

The small town dealer can successfully meet mail order competition by this method and meet it with a rope which will give unequalled service. Plymouth being the only rope which can be profitably sold by this plan, the Plymouth dealer has a direct advantage over his competitors.

Our Dealers' booklet containing full particulars together with the necessary materials for adopting this method will be sent on request by the Rope Service Department of the

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

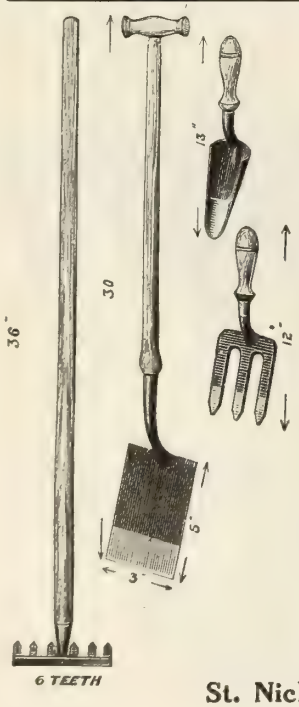
DISTRIBUTORS IN ALL LARGE CITIES

If interested, tear out this page and keep with letters to be answered.

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., Calgary, Alta.

WARD & PAYNE, W P SHEFFIELD



The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

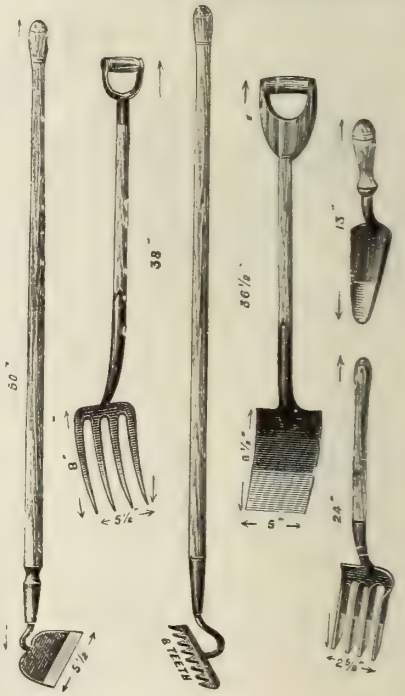
For full particulars, write

Canadian Representatives:

ALEXANDER I B

St. Nicholas Building - - MONTREAL

SHERMAN F. AINSLIE, Spadina Avenue, TORONTO



If interested, tear out this page and keep with letters to be answered.

Our Christmas Greetings

TO OUR CUSTOMERS---that great army of Friends, who, through their Good Will and Good Wish have made possible the successful development of our organization --AND TO OUR EMPLOYEES, whose Loyalty and enthusiastic efforts have contributed so much to our success, we extend at this season of joyous remembrance, our Greetings and Good Will---Not that we do not think of you often, but Christmas is the time when we like to tell you so especially and wish you Good Health and Happiness.

---AND OUR ABSENT ONES---who have crossed the Seas, we salute you. May you be victorious beyond our highest hope and soon return to enjoy the blessings of an honorable peace, and share in the prosperity and liberty for which you have so nobly fought.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

OUR Quantity Bonus has enabled many of our dealers to earn over $1,200 each this year in bonuses ***over and above the liberal contract discount.*** Scores of the Sharples dealers received over $500 each in bonuses, and hundreds from $50 up. Our Bonus Checks for last year amounted to more than $50,000. This year (1917) we will pay out nearly

$100,000 in Bonuses

The secret of this, our dealers' success (apart from their natural sales ability) lies in the ***superiority and supreme saleability*** of the Sharples Suction-feed Separator and the Sharples Milker.

Sharples offers something ***different,*** a difference fully protected by basic patents. Anyone can build and offer for sale fixed-feed, disc-type separators, even the mail-order houses. But the Suction-feed principle is an extra saving feature no other manufacturer can offer—you have no cheap competition of the all-alike disc variety. In approaching a customer you have a real good reason for suggesting a trade-in on a new machine—as the Suction-feed will show a saving over any fixed feed machine, a saving that will pay for a Sharples Suction-feed inside of a year.

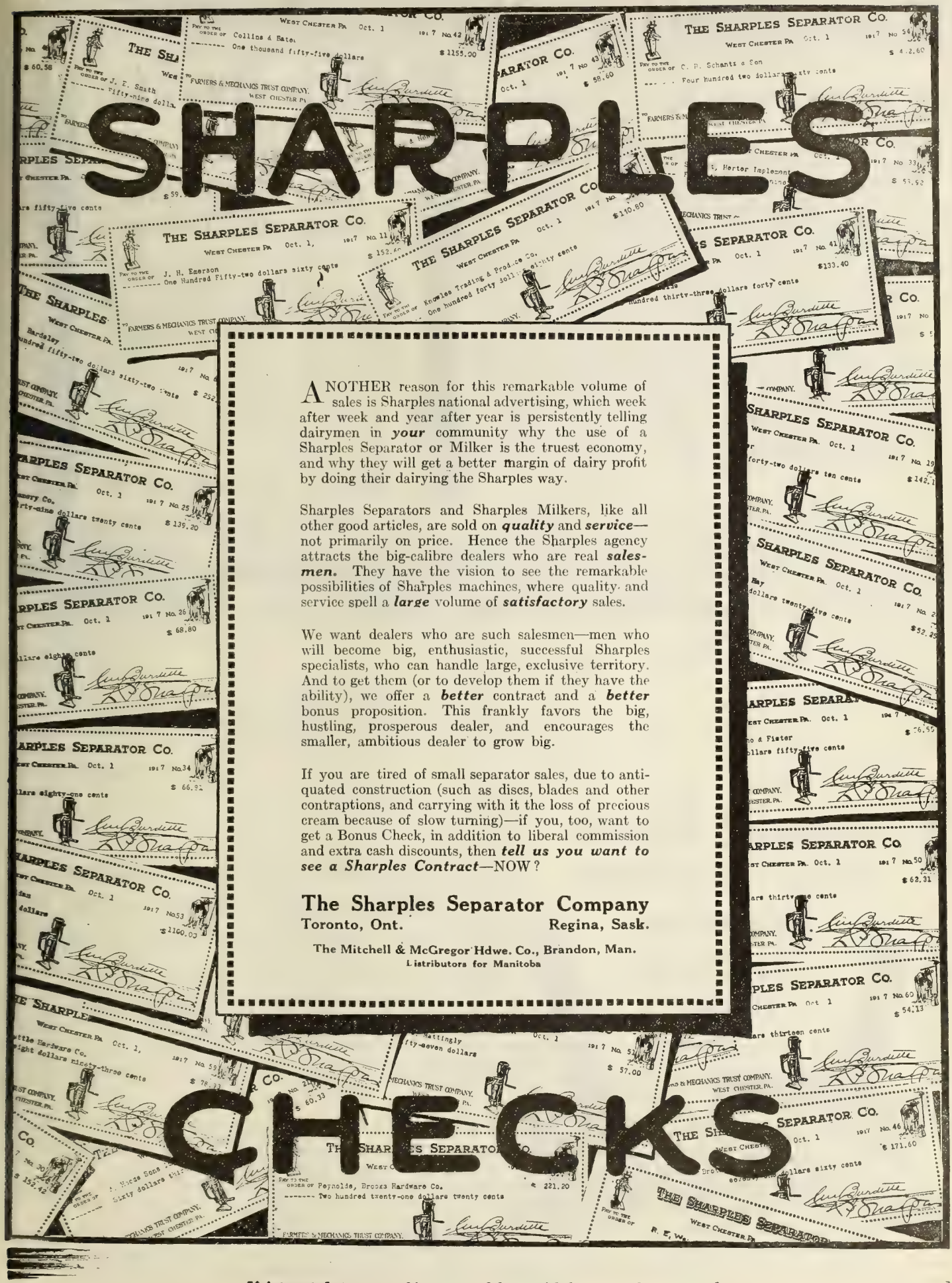
Again, any one can build a milker that simply draws the milk. But only Sharples can build a milker that by the use of compressed air gives the indispensable "Upward Squeeze" which massages the teats after every suck

The Sharples Separator Company

Toronto, Ont. **Regina, Sask.**

The Mitchell & McGregor Hdwe. Co., Brandon, Man.
Distributors for Manitoba

If interested, tear out this page and keep with letters to be ***answered.***



ANOTHER reason for this remarkable volume of sales is Sharples national advertising, which week after week and year after year is persistently telling dairymen in ***your*** community why the use of a Sharples Separator or Milker is the truest economy, and why they will get a better margin of dairy profit by doing their dairying the Sharples way.

Sharples Separators and Sharples Milkers, like all other good articles, are sold on ***quality*** and ***service***—not primarily on price. Hence the Sharples agency attracts the big-calibre dealers who are real ***salesmen.*** They have the vision to see the remarkable possibilities of Sharples machines, where quality and service spell a ***large*** volume of ***satisfactory*** sales.

We want dealers who are such salesmen—men who will become big, enthusiastic, successful Sharples specialists, who can handle large, exclusive territory. And to get them (or to develop them if they have the ability), we offer a ***better*** contract and a ***better*** bonus proposition. This frankly favors the big, hustling, prosperous dealer, and encourages the smaller, ambitious dealer to grow big.

If you are tired of small separator sales, due to antiquated construction (such as discs, blades and other contraptions, and carrying with it the loss of precious cream because of slow turning)—if you, too, want to get a Bonus Check, in addition to liberal commission and extra cash discounts, then ***tell us you want to see a Sharples Contract***—NOW?

The Sharples Separator Company
Toronto, Ont. **Regina, Sask.**

The Mitchell & McGregor Hdwe. Co., Brandon, Man.
Distributors for Manitoba

If interested, tear out this page and keep with letters to be answered.

RELIABILITY

is an important quality of "Famous Five" files.

Mechanics can depend upon them to stay sharp for the longest possible time.

This is insured by the quality of our high carbon steel; the efficiency of its heat treatment; the perfection of our manufacturing process and the accuracy and evenness of the teeth.

Their RELIABILITY has made them standard grade tools in the estimation of all mechanics. That's why it pays to sell them.

Specify them when ordering from your jobber.

They are:

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

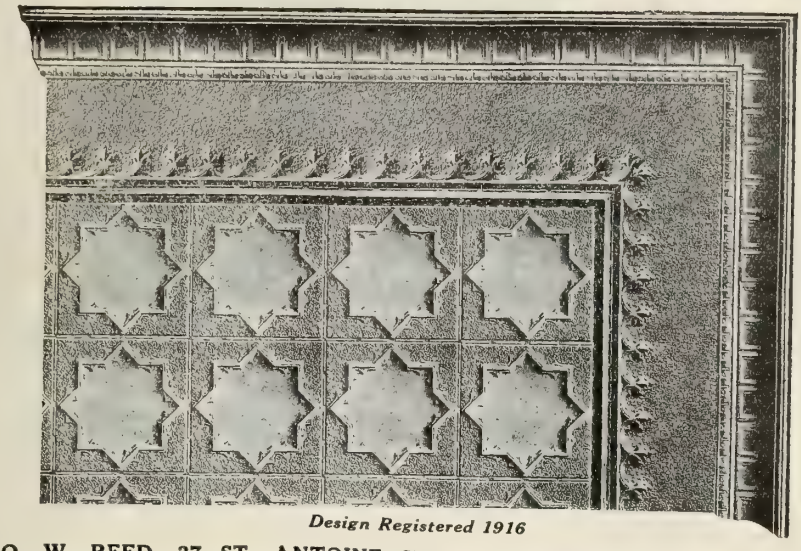
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Buy Metal Ceilings that are easy to lay

No time is wasted in laying "Metallic" Ceilings. They are made right, so they lay right. Joints fit snugly and all parts are dead square. Experienced Ceiling Men swear BY our ceilings—not AT them.

Have you our Catalogue "C" —the big grey book? It is a beauty and you certainly should have it.



Design Registered 1916

STOCK CARRIED BY GEO. W. REED, 37 ST. ANTOINE STREET, MONTREAL

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

THE PARTNERSHIP WHICH HAS BEEN CARRIED ON UNDER THE NAME OF WOOD, VALLANCE & CO. HAS BEEN DISSOLVED BY THE EFFLUXION OF TIME. THE PARTNERSHIP ASSETS HAVE BEEN ACQUIRED BY WM. A. WOOD, S. H. ALEXANDER AND G. F. JAMES, WHO WILL CONTINUE THE BUSINESS UNDER THE NAME OF

WOOD, ALEXANDER & JAMES

THE DEBTS DUE TO THE LATE FIRM ARE TO BE PAID TO THEIR SUCCESSORS, WOOD, ALEXANDER & JAMES, WHO WILL ASSUME AND DISCHARGE ALL LIABILITIES.

WE SOLICIT FROM THE PUBLIC A CONTINUANCE OF THE PATRONAGE SO LIBERALLY BESTOWED FOR SO MANY YEARS UPON THE LATE FIRM.

Hamilton, Ontario,
29th November, 1917.

Wood, Alexander & James

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

If interested, tear out this page and keep with letters to be answered.

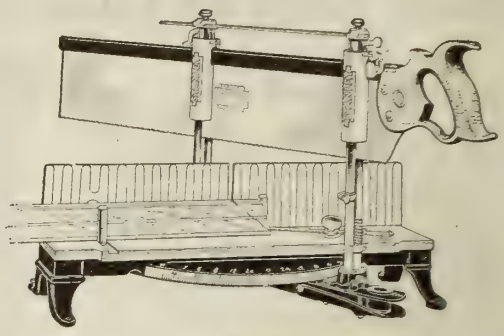
Confine your purchases to long-established products which have a rapid "turnover" and a liberal profit.

CHATILLON SCALES
AND
FOSTER BROS. CUTLERY

have been sold with profit by dealers since 1835. They meet the demands of your trade and mean larger profits for you.
Send for illustrated catalogue, prices, trade discount, etc.

JOHN CHATILLON & SONS
85 Cliff Street - - New York City
Established 1835

Stanley Tools



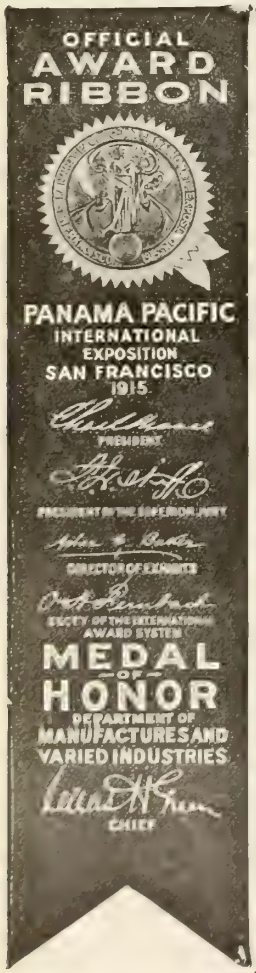
Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



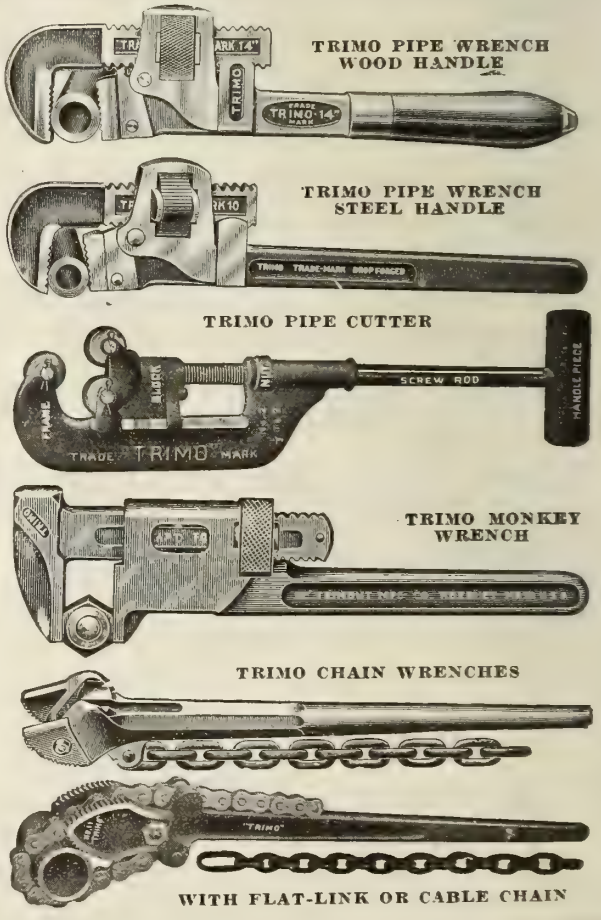
TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



"Over the Top"

Right down in the front trenches of metal working, in the no-man's land of production

Starrett Hack Saws

are doing their bit. The sharp, hardened tungsten steel teeth cut their way through rod or sheet, steel or copper as a machine gun cuts its way through opposing infantry.

While the excellence of Starrett blades has long been an accepted fact, never before have they been accorded the confidence they enjoy to-day. The rush and bustle attendant upon forced production have created a demand for a hack saw blade that will "stand up"—cut quicker and last longer.

Because we have made careful and thorough tests we are able to tell you just which numbered blade is best suited for each class of work. The result of these important tests, together with the unexcelled quality of Starrett Hack Saws have placed our blades in the first rank of industrial preparation.

What blade to use is indicated on page 208 of our Catalog No. 21MA. Send for your copy.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-749

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL
TENAXAS
TIN-TOUGHENED
MASCOT
ATLAS
W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

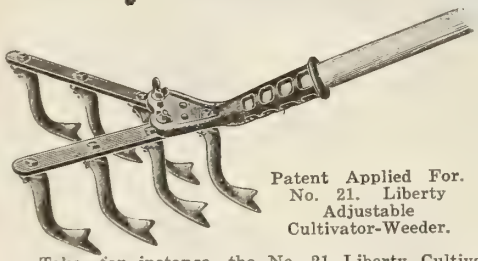
PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal
Works: Riverside Street, Montreal

Every Amateur as well as Every Professional Gardener



Patent Applied For. No. 21. Liberty Adjustable Cultivator-Weeder.

will quickly recognize the labor-saving features of Gilson Garden Tools.

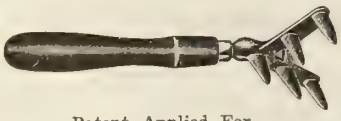
Take, for instance, the No. 21 Liberty Cultivator-Weeder, an implement of double efficiency, which cuts weeds and cultivates at the same time. It is adjustable, with a minimum width of 4 inches and a maximum of 10. The middle tooth can be quickly removed to allow of working on both sides of a row at once. Fitted with 5-ft. polished ash handle, shipped 6 to a crate, weight 24 lbs.

Our 5 and 7-point Scratch Weeders, with 6-inch and 14-inch handles, are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning and will not clog in moist earth.

Every Gilson Garden Tool embodies some special feature, and for that reason sells more readily than the ordinary tool.

Regular advertising in Maclean's and Farmers' Magazines is working up a demand for Gilson Garden Tools. Cash in on this publicity.

Ask your jobber. If he cannot tell you, write us direct for information on all our lines.



Patent Applied For. 5 Pt. Scratch Weeder. 6-in. handle.

Canadian Distributors for

J. E. GILSON COMPANY

Port Washington, - - - Wisconsin, U. S. A.

J. H. Ashdown Hdwe. Co., Winnipeg; T. McAvity & Sons, Ltd., St. John, N.B.; The Rogers Hardware Co., Charlottetown, P.E.I.; Wood-Vallance, Ltd., Winnipeg, Man.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Kennedy Hardware Co., Toronto, Can.; Lyons & Marks, Toronto.

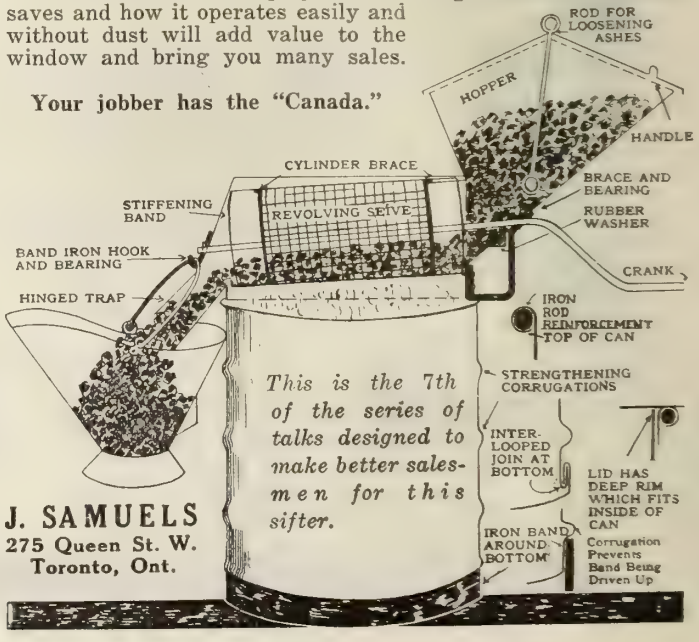
SAMUELS' "CANADA" Dustless ASH SIFTER

A Special Display in Your Window

Samuel's "Canada" Dustless Ash Sifter will attract attention in your window, especially at this time when the public is really searching for some means to keep down the big fuel bills this winter.

A few well-lettered display cards telling what the "Canada" saves and how it operates easily and without dust will add value to the window and bring you many sales.

Your jobber has the "Canada."

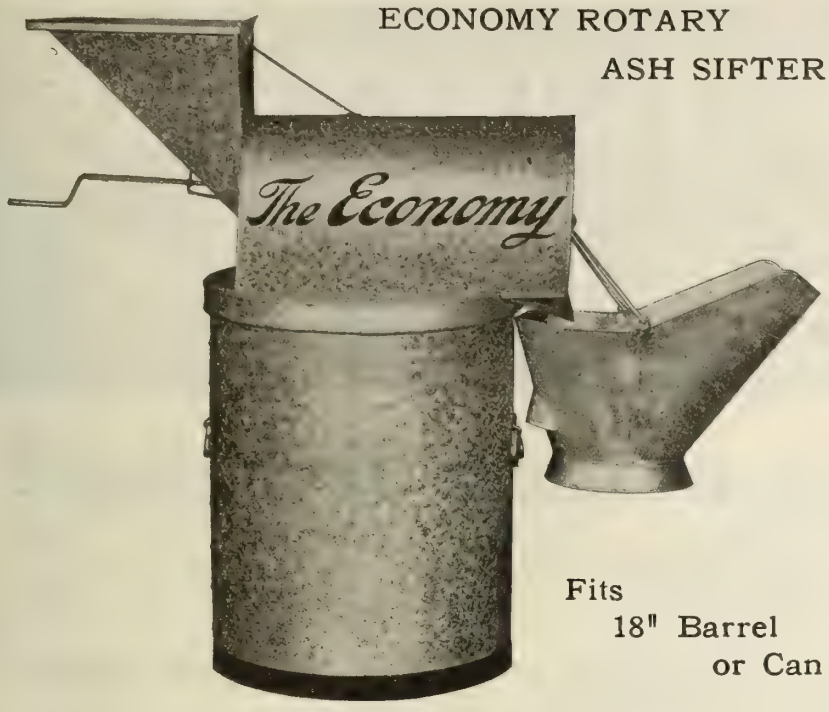


This is the 7th of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

ECONOMY ROTARY ASH SIFTER



Fits
18" Barrel
or Can

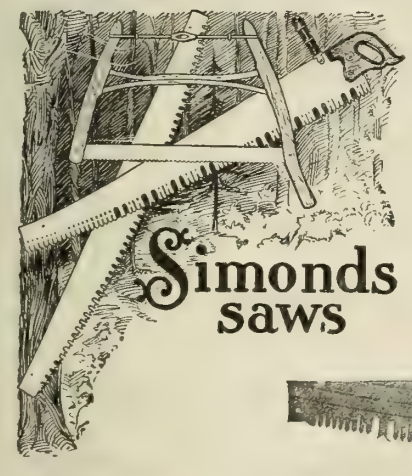
SALAMANDERS

Body of Heavy Sheet Steel—
Cast Iron Grate

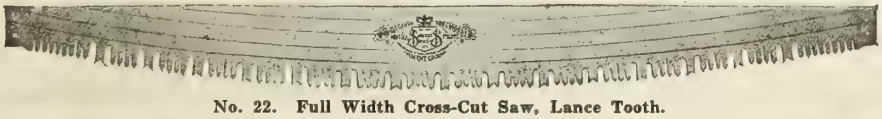
SIZE—Diameter - - - 17 inches
Height over all - 30 inches
Height from floor 6 inches

Special Prices to Dealers. Large Stock, Prompt Shipment.

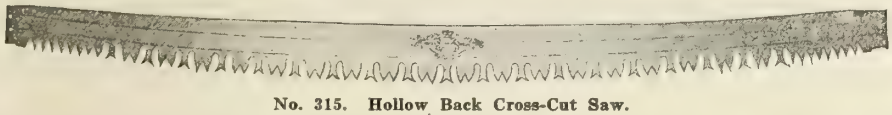
GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited

St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

No. 10½. Sway Back Hand Saw.

If interested, tear out this page and keep with letters to be answered.

LACO NITRO LAMPS COST LESS

Why do your customers buy lamps?

To give money to a lamp manufacturer—to consume current, or to actually get light?

The following tabulation of actual laboratory tests proves that cheap bulbs are expensive even if given to you free of charge, and dealers are profiting by passing along this good information.

NAME OF LAMP	WATTAGE AND CANDLE POWER CLAIMED FOR TESTED LAMPS	ACTUAL CANDLE POWER OF TESTED LAMPS	ACTUAL WATTAGE OF TEST LAMPS	COST 1000 C. P. LIGHT FOR 1000 HRS. AVERAGE COST CURRENT 2½¢ PER K.W.HR.			1000 HOUR LOSS
				LAMPS NEEDED	TOTAL WATTS USED	1000 HR. COST	
LACO NITRO	100	111.5	104	9	936	$23.40	NONE
COMPETING LAMP "A"	100	78.5	101	13	1313	32.83	$ 9.43
" " B	100	87.5	109.5	12	1314	32.85	9.45
" " C	100	66.9	103	15	1545	38.63	15.23
" " D	100	63.0	100	16	1600.	40.00	16.60

A Saving of 30% to 50% in Current Consumed During 1000 hours by Using Laco Nitro Lamps

Without cost to you, or your customers, our nearest office will have official laboratory tests made of any lamps submitted and will prove our claims.

Canadian Laco-Philips Company, Limited

STOCK AND WAREHOUSES AT

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

"The Light That Gives MORE LIGHT"

Show this to your trade and sell them a lamp which actually saves money.

Actual Cost Computed From Table

Cost of 13 competitive lamps (assumed low average cost of $1.00 each)	$13.00	
Cost of current to produce 1000 candle power for 1000 hours (average)	36.08	$49.08
Cost of 9 Laco Nitro Lamps at maximum cost of $1.65 each	$14.85	
Cost of current to produce 1000 candle power for 1000 hours	23.40	38.25
SAVING		$10.83

LACO NITRO LAMPS ARE GUARANTEED

60 watt size ..... 700 hours
100 to 1000 watt size.....1000 hours

and many users get two or three times this service.

Can you afford to sell cheap lamps to your customers when Standard Laco Nitro Lamps effect such savings and build enormous re-order business?

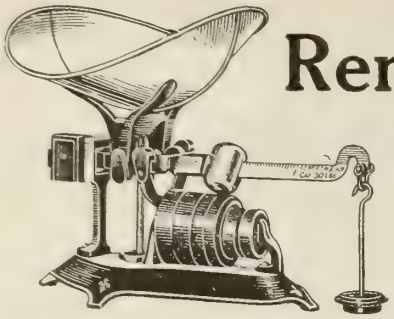
Ask your jobber today about these lamps or write us direct.

Canadian Laco-Philips Company, Limited

STOCKS AND WAREHOUSES AT

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.



The

Renfrew

Household Scale

Capacity ½oz to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

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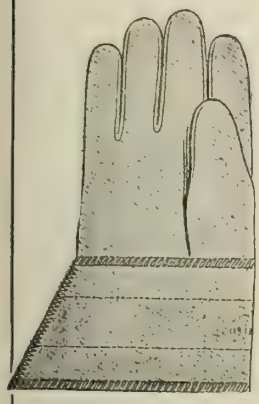
TAPATCO
REGISTERED BRAND TRADE MARK



Cotton Gloves
Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address Correspondence to TRINITY WORKS, SHEFFIELD

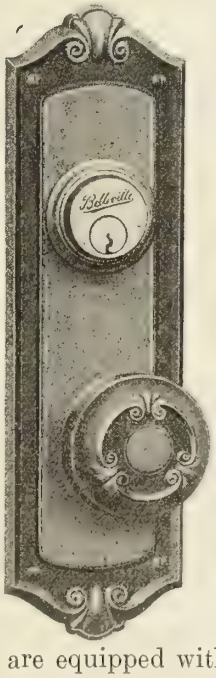
Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

Ask for quotations on your requirements.

The Laidlaw Bale-Tie Co., Ltd.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal Que.
Head Office and Works: HAMILTON, CANADA



"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario

If interested, tear out this page and keep with letters to be answered.

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve

will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, TORONTO, ONTARIO

METALS · CHEMICALS · GLASS
B&SH Established 1790

Tinplates

What are Jobbers and Manufacturers going to do for Tinplates next year? We would like to post you as to the present and future outlook, on request.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

WE GRATEFULLY EXTEND TO YOU OUR SINCERE APPRECIATION OF THE BUSINESS OF 1917,

AND TRUST THAT ALL GOOD FORTUNE WILL ATTEND YOU IN

1918

Port Hope File Mfg. Co., Ltd.

Port Hope, Ontario

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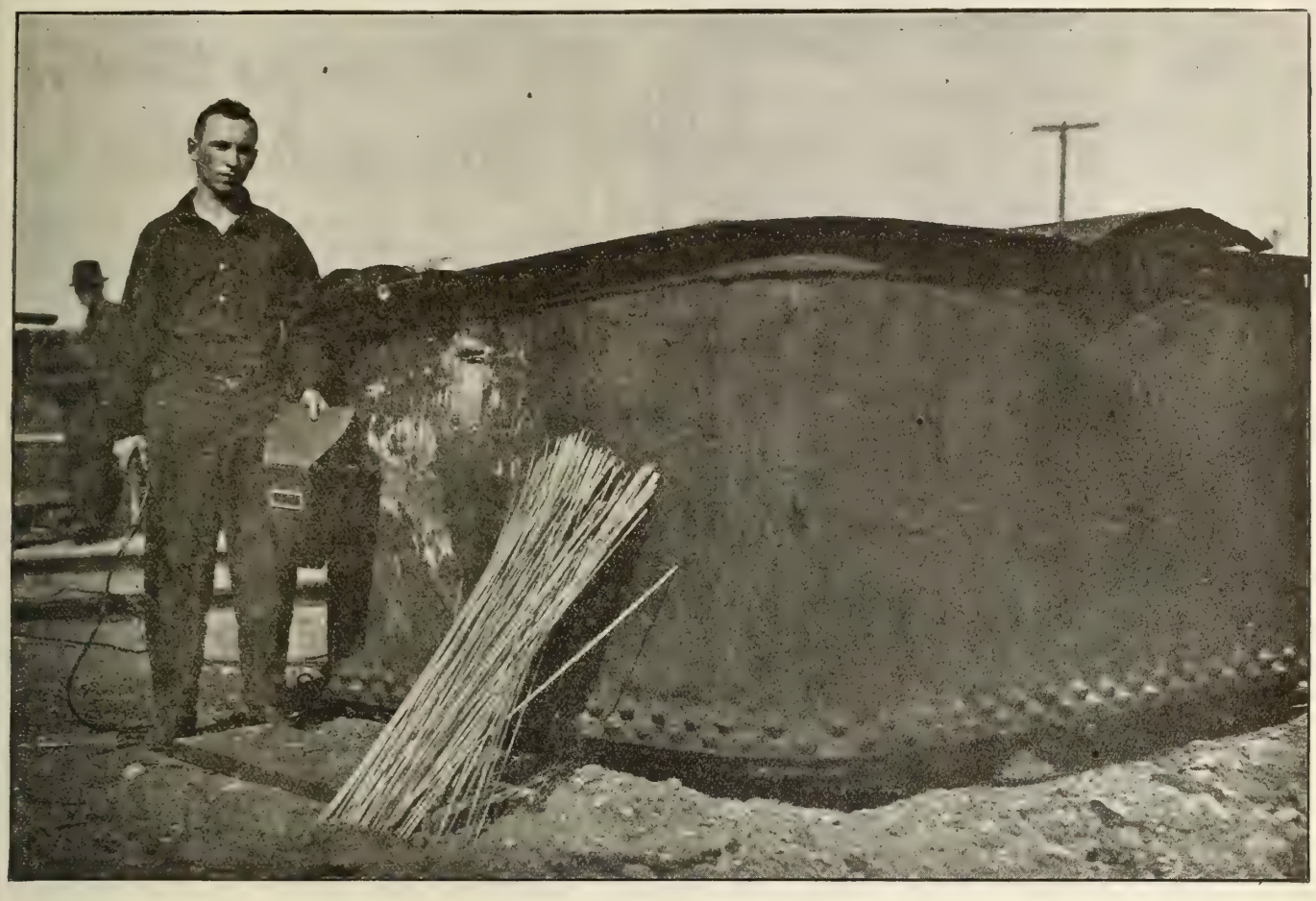

Armco Iron Welding Material

Is the Favorite of Practical Welders Everywhere

Because of its unique purity and evenness and the absence of slag inclusions, it works freely and smoothly and makes possible a welded joint of 100 per cent. effectiveness.

For constructions which have to endure severe shocks and jars the high **ductility** of Armco Iron is of the utmost value in welded joints. Where Armco Iron has been employed as a filler the joints have the maximum strength and reliability.

A large manufacturer writes: "We have used various grades of imported and domestic iron in an effort to obtain one whose purity would suit our purposes. We introduced the use of Armco Iron a few months ago, and the results have been exceedingly satisfactory." Another: "We find that the Armco Iron rods are far superior to any welding rod we have as yet been able to obtain." A welding company: "We cannot say enough for Armco Iron welding wire. It works perfectly in the weld and retains its strength and toughness."

PAGE STEEL & WIRE COMPANY, of Monessen, Pa., are manufacturers and distributors of Armco Iron Wire for welding and electrical purposes. They carry an ample stock of wire 16 to 8 gauge and of rods ⅛ to ¼″ in diameter.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Company

MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to the International Metal Products Company

Rust-Resisting Armco Iron Sheets and Plates, Roofing, Pipe, Gutter and Metal Lath

Branch Offices at

NEW YORK CHICAGO PITTSBURGH CINCINNATI ATLANTA
WASHINGTON CLEVELAND DETROIT ST. LOUIS and SAN FRANCISCO

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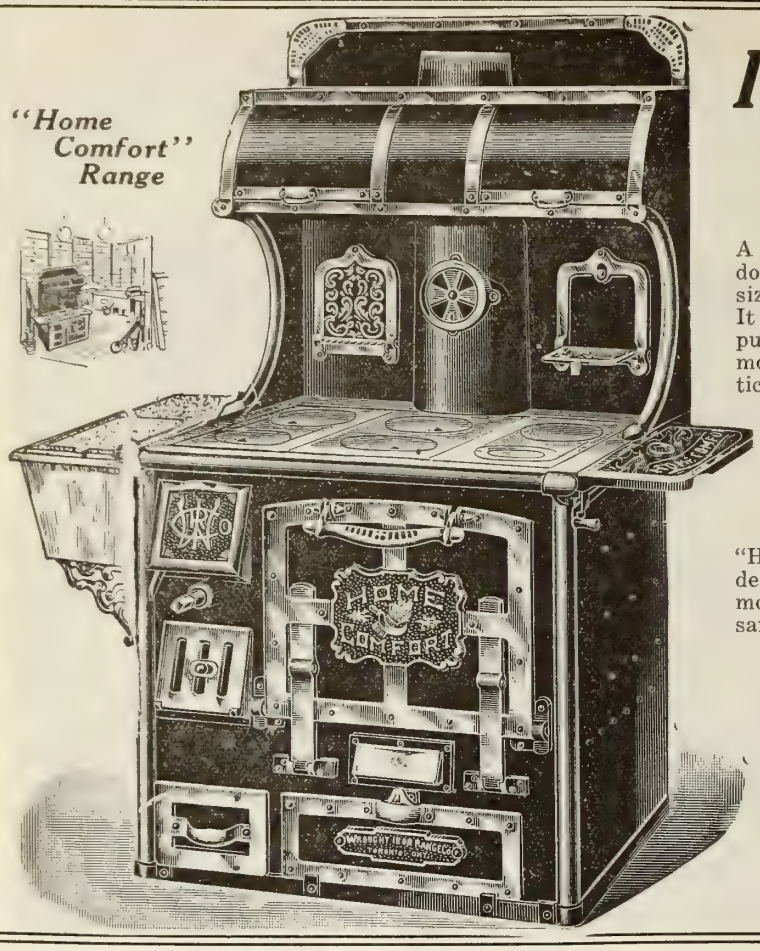
"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.

Have you placed your Lawn Mower Order?

We are very anxious that you place your order for Lawn Mowers as soon as possible. If we can know by the end of the month how many machines will be required we are confident of being able to make such arrangements as will guarantee delivery by April. Steel and iron markets are in a very unsettled condition at present and unless orders are placed soon the possibility of delivery on a specified date will be rather remote.

If your jobber cannot quote on the celebrated Taylor-Forbes Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co. LIMITED

Toronto, Canada

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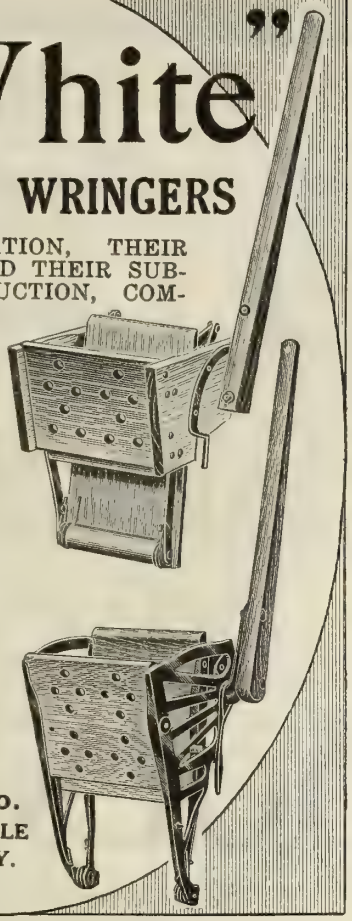
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE CSB CO MARK — NEW YORK

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

How Lath and Plaster Sells Beaver Board

Every wall that cracks makes a customer for you. Every ceiling that falls makes another. Every day lath and plaster is selling more Beaver Board for Beaver Board dealers.

Old habits and old methods are gradually being displaced by the modern ways of doing things.

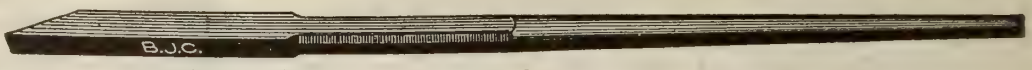
Beaver Board, like all real improvements, is winning on its merits. When you think that it has all the good qualities of lath and plaster and in addition it is warmer in winter and cooler in summer, cannot crack, warp or bulge, you will realize the enormous possibilities for profitable business.

Don't take our word for it. Dealers throughout the Dominion know these things from experience. They will be glad to tell you and we'll gladly send you their names.

THE BEAVER COMPANY, LIMITED
423 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

Made in Canada

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal

TRY US FOR

NICKEL PLATING

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.
115-121 SUMACH STREET - - - TORONTO, CANADA

Improved Patent Flush Handle

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CHESTERMAN'S

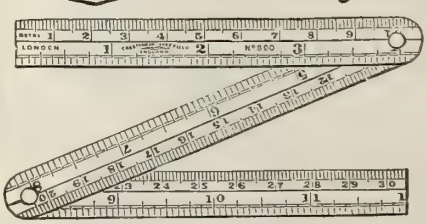
MEASURING TAPES

Linen, Metallic and Steel

TRADE J C MARKS

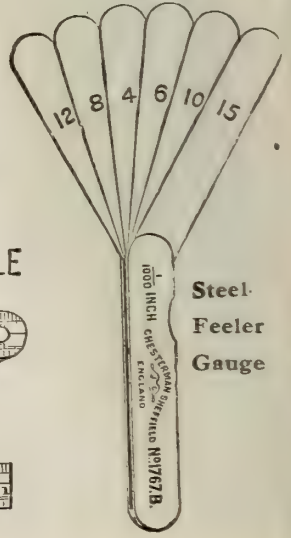
CONSTANTIA J C

TRE BLE



Steel Rules, Gauges, etc.

Engineers' Small Tools

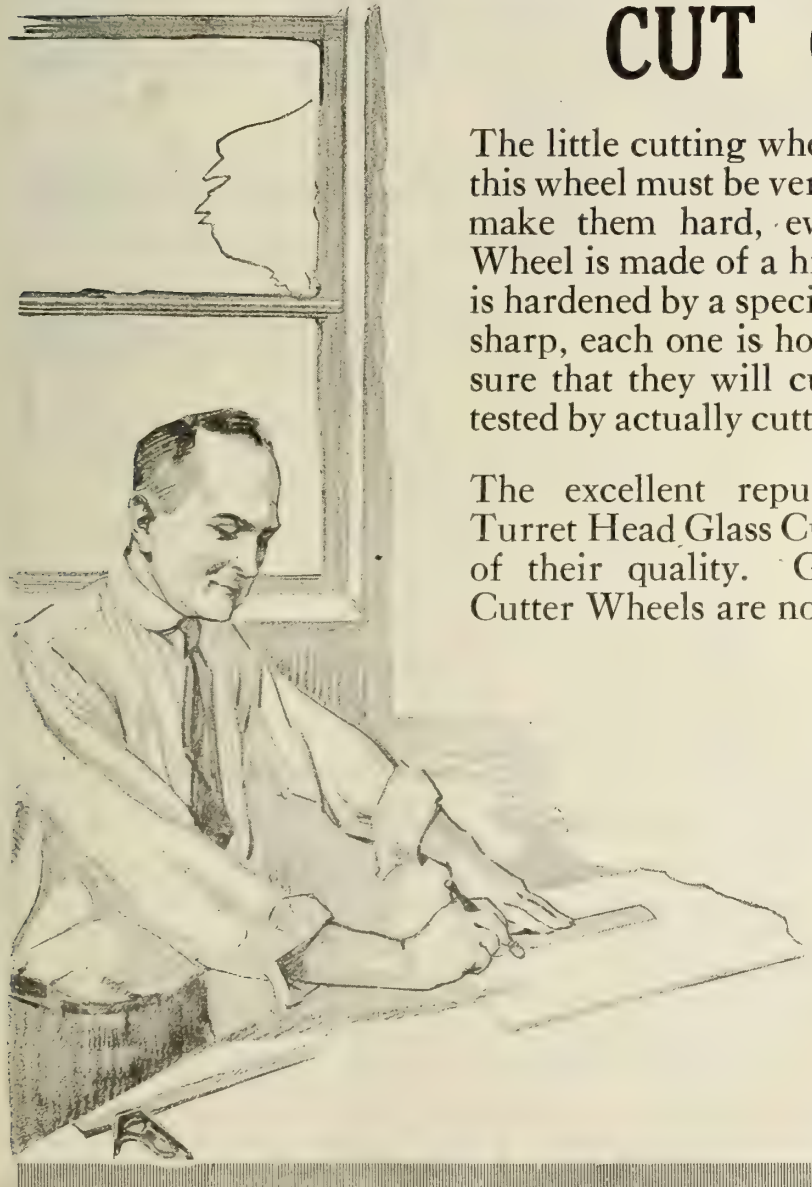


Steel Feeler Gauge

GOODELL-PRATT

1500 GOOD TOOLS

WHAT MAKES A GLASS CUTTER CUT GLASS?



The little cutting wheel. To cut glass properly this wheel must be very hard and very sharp. To make them hard, every Goodell-Pratt Cutter Wheel is made of a high-grade of tool steel, and is hardened by a special process. To make them sharp, each one is honed twice. Then to make sure that they will cut properly, each wheel is tested by actually cutting glass.

The excellent reputation of Goodell-Pratt's Turret Head Glass Cutter No. 1 is but one proof of their quality. Goodell-Pratt Cutters and Cutter Wheels are not afraid of any test.

Goodell-Pratt Turret Head Glass Cutter No. 1. List Price, $4.00 per dozen. A six-wheel cutter for the price of three single wheel cutters.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEALS

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

CHRISTMAS Show Cards and Price Tickets with the Yuletide touch.

W. H. STEVENSON
Stevenson Bldg. TORONTO

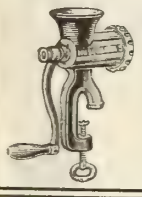
BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

NORCROSS
Garden Cultivator-hoes

"Used the World over"
Send for Catalog

C. S. Norcross & Sons, Bushnell, Ill.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

"VIOLA" Cabinet PHONOGRAPHS

Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

THE "WANT" AD.

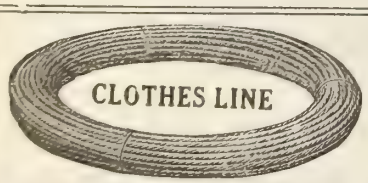
The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

If interested, tear out this page and keep with letters to be answered.

It is up to you, Mr. Dealer, to sell the most economical electric lamp to your trade.

Look at this tabulation showing how certain apparently cheap lamps waste more current than the cost of a complete set of new bulbs. Show it to your customers.

NAME OF LAMP	WATTAGE AND CANDLE POWER CLAIMED FOR TESTED LAMPS	ACTUAL CANDLE POWER OF TESTED LAMPS	ACTUAL WATTAGE OF TEST LAMPS	COST 1000 C. P. LIGHT FOR 1000 HRS AVERAGE COST CURRENT 2½¢ PER KW HR			1000 HOUR LOSS
				LAMPS NEEDED	TOTAL WATTS USED	1000 HR COST	
LACO NITRO	100	111.5	104	9	936	$23.40	NONE
Competing Lamp "A"	100	78.5	101	13	1313	32.83	$ 9.43
" " B	100	87.5	109.5	12	1314	32.85	9.45
" " C	100	66.9	103	15	1545	38.63	15.23
" " D	100	63.0	100	16	1600.	40.00	16.60

LACO NITRO LAMPS

save 30% to 50% of the cost of current.

Offer your customers guaranteed lamps which actually save the first cost of installing.

Ask your jobber or write us direct for prices, discounts, etc.

Canadian Laco-Philips Company, Limited

Stocks avilable at

MONTREAL TORONTO WINNIPEG VANCOUVER

1918

MAY we take this opportunity to send our many friends in the hardware trade our sincere wishes for their success during the year about to begin.

To all of us 1918 opens up great possibilities for service.

Toward bringing the war to a successful close each of us has his part to play. If yours is along the lines in which you are now engaged, we want you to feel that now, more than ever before, this Company is here to help you as an individual and as a member of a great essential business.

We look upon the coming year with confidence; firm is our faith in our nation and its successful leaders in your trade and its development, and in that richest of all human assets—our business associations who have grown to be our loyal friends.

Stanley Works

NEW BRITAIN, - CONN., U.S.A.

Makers of Stanley Garage Hardware, Stanley Butts, &c.

Canadian Representatives:

A. MacFARLANE & CO.

Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

We sincerely thank the friends and fellow-workers of the Dominion Rubber System for their good-will and hearty co-operation during Nineteen-Seventeen, and extend to one and all the

COMPLIMENTS OF THE SEASON

and our best wishes for a

HAPPY, PROSPEROUS NEW YEAR

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, DECEMBER 29, 1917 No. 52

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TORONTO

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Higher Freights: Higher Hardware

Opinions Vary a Little, but Heavy Goods Will be First Affected, and All Lines Possibly Later—Glass May Escape—Old Metals Depreciate—Prediction Made by "Hardware and Metal" in April is Fulfilled

PREDICTIONS made in HARDWARE AND METAL on April 28, 1917, of a probable increase in freight rates have been fulfilled. The announcement made as we go to press is that the Board of Railway Commissioners has granted an increase in freight and passenger rates ranging from 10 to 15 per cent.

The editorial printed in HARDWARE AND METAL dealing with the application of the railways is reproduced herewith:

INCREASED FREIGHT RATES PROBABLE

"The application of the Canadian railways to the Board of Railway Commissioners for an increase in freight and passenger rates is a natural climax to developments which have been taking place in the transportation situation in Canada and throughout the world as the result of war conditions. It is the outcome of adjustment in the cost of labor and supplies. If the increase of 15 per cent. now asked for is granted it will only cover a portion of the higher cost of operation and the railroads still have to face the problem of meeting other increased costs from earnings. This they may be able to do with more or less success while the present very heavy traffic continues but the future cannot be definitely forecast.

"So serious is the crisis which the railroads are facing that the application for the increase of 15 per cent. on freight and passenger tariff has been made under the War Measures Act in order that official action may be expedited. In view of the evidence which the railways are prepared to submit it is generally accepted that the increase being applied for will be granted. In that event June will probably see the new increased rates in force and the effect upon the earning statements should therefore be felt at a comparatively early date.

"The strength of the case which the railways are prepared to submit to the Commission may be judged from the fact that the systems making the application, the Canadian Pacific, the Grand Trunk, the Grand Trunk Pacific, the Canadian Northern, the Michigan Central, the T., H. & B. and the Pere Marquette, will submit figures to show that the increase of 15 per cent. does not cover the actual increase in the coal bill alone for 1917. This is based on the actual contracts which have been entered into by the companies referred to compared with the price paid in 1916 and the latter naturally represents an increase on what were normal prices prior to the war. The railroads will endeavor to take care of the other increases themselves and in this connection the very satisfactory volume of traffic is an important factor."

The Pith of the Matter

The judgment handed down by the Board of Railway Commissioners provides for a 15 per cent. increase in passenger rates in all parts of Canada except British Columbia, where the maximum rate is now 3 cents per mile. The judgment also permits, subject to the limitations of the Crow's Nest agreement and certain specific limitations, an increase in freight rates of approximately 10 per cent. in the West and 15 per cent in the East. The Crow's Nest agreement was made by the Canadian Pacific Railway with the Government and by its provisions rates on a large number of commodities are reduced. The judgment points out that there can be no question, in view of actual results, that the railways require greater revenues and must have them if proper efficiency is to be maintained and the demands of the country for transportation at all adequately met.

The Constructive View Of It

A good example of the constructive view taken of this matter of increased railway rates is found in the opinion expressed by Mr. Pepall, of Samuel, Benjamin & Co. (metals), Toronto. Interviewed on the subject by HARDWARE AND METAL, Mr. Pepall said:—

"I like to see any proposition in the country, no matter how small, whether it be the general store at the cross roads or the largest type of corporation, operating on a reasonable and legitimate profit basis, that is to say making a fair return on its investment. That sort of business is best for the country, best for everybody in the country.

"It is undoubtedly a fact that owing to high cost of both labor and material the railways are entitled to an increase in rates at the present time. Various forms of structural steel, such as bars and plates, have advanced between 100 and 200 per cent., and it is unthinkable that the railways could operate at a profit on the old basis in the face of these advances.

Probable Effect On Prices

"As to the probable effect on prices of hardware lines manufactured from metals by the use of coal, etc., I think that the increase in freight rates will mean only an inappreciable advance in the cost of such lines."

Heavy Goods Will Feel It

Another important opinion is that of Mr. Larson, of Rice Lewis & Son, Toronto:

"It is a matter for consideration by the wholesalers collectively," remarked Mr. Larson to HARDWARE AND METAL. "As yet no special consideration has been given to this. As a matter of fact suppose the increase works out to say 23 cents per hundred pounds where it was formerly 20 cents per hundred, it will not make more than a few cents difference on the heavier articles. Even such heavies as say a lawn roller weighing up to 300 lbs. would not be greatly altered in price by the addition of the new freight rate increase. It may not be worth while altering lists as far as goods already in hands of wholesale houses are concerned, but with new goods coming in under the new rate, that is different, and a matter for which the proper

course is collective action at this time on the part of the wholesale houses interested."

Decidedly Expects Advances

Mr. Williamson, of H. S. Howland, Son & Co., Toronto, notes the news of the increased freight rates with interest, and anticipates advances in prices to the retailer in consequence, though they may not be very formidable, and his opinion is given as a personal one only.

"Undoubtedly the railways are quite entitled to increases," he said to HARDWARE AND METAL, "and looking at it from a purely personal point of view without having gone deeply into the matter, I would say that it looks as if fifteen per cent. more on freight rates in the East is quite an increase, and this would inevitably be passed on to the retailer on the price of the goods. The matter adds to the immediate concerns of the wholesale hardware trade at present, and will have to be discussed in consultation by the members of the association. Beyond that at this time I should not care to express any opinion."

Glass May Not Advance Yet

As regards effect of freight rates advances on glass, practically all of which is imported, the opinion of Mr. Hobbs, of the Consolidated Plate Glass Co., Toronto, is interesting to the retail trade. He said to HARDWARE AND METAL:—

"I don't think that this will affect the prices of glass to the retailer immediately. Of course things like this do contribute to increases in price, but the present increase in freight rates is hardly sufficient, I think, in proportion to the value of glass consignments to warrant advances in the wholesale prices. Certainly there will not be any change in lists as an immediate result of the advance in freight rates. At the same time factors of this kind affect prices when there are enough of them. Though small in themselves many such factors will bring about advances in prices. United States glass manufacturers only recently demanded higher prices from us because of the cost of packing materials, etc., and a great many such changes would soon bring about increased glass prices."

Old Metals Depreciate

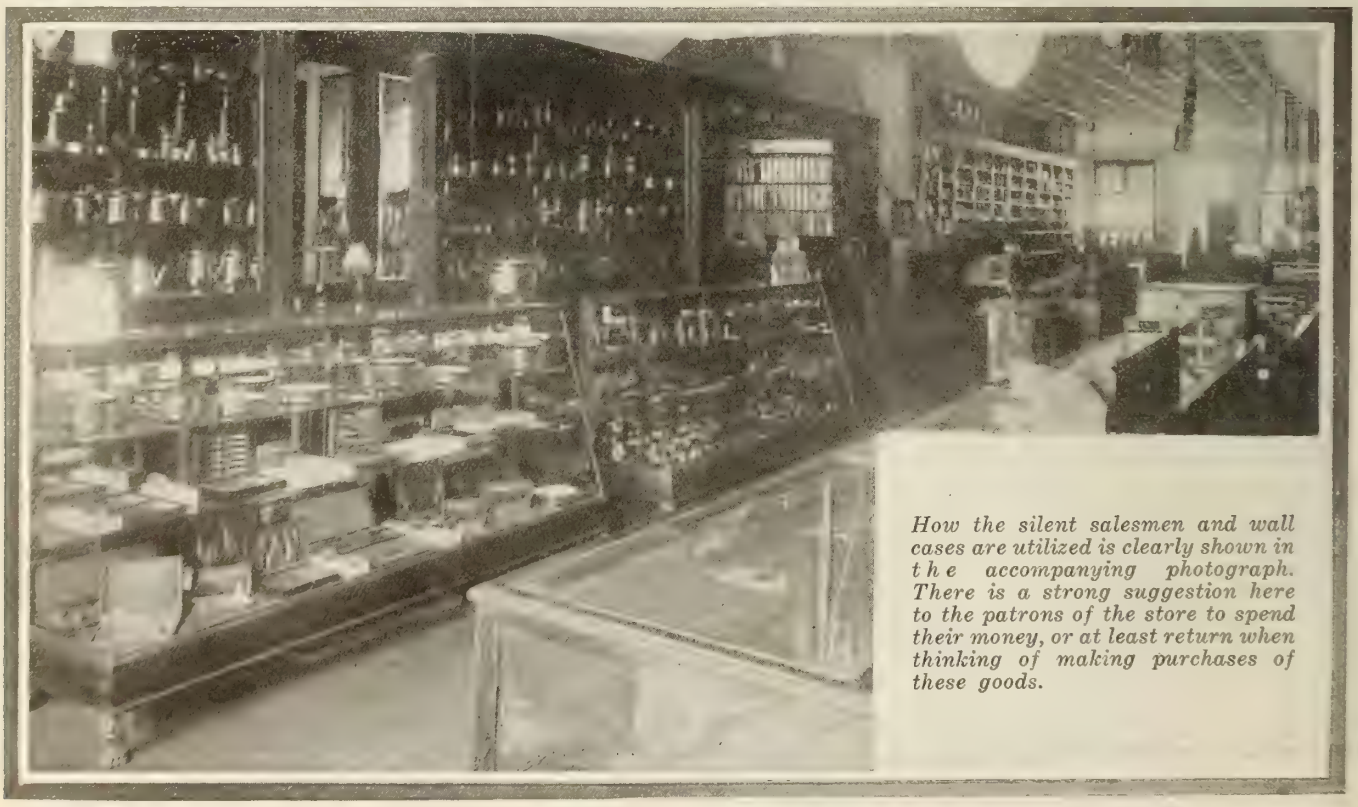
The advance in freight rates operates directly upon the value of old metals to their vendor at points away from the centres and depreciates the value of the metals by exactly the amount of the extra freight rates required for moving the consignments to the centres where they may be in demand in quantity. This is the point brought out by Mr. Knight, of Frankel Bros., Toronto.

"There is an embargo on all metals coming from the States," he pointed out to HARDWARE AND METAL, "and this means that any old metal supplies must come from Canadian points. Now the additional freight rates mean simply this, that a consignment of metal which before the advance would be worth to its vendor say $21 will now be reduced in market price by just the amount of the advance on freight for the carriage of the quantity involved, that is by 15 per cent."

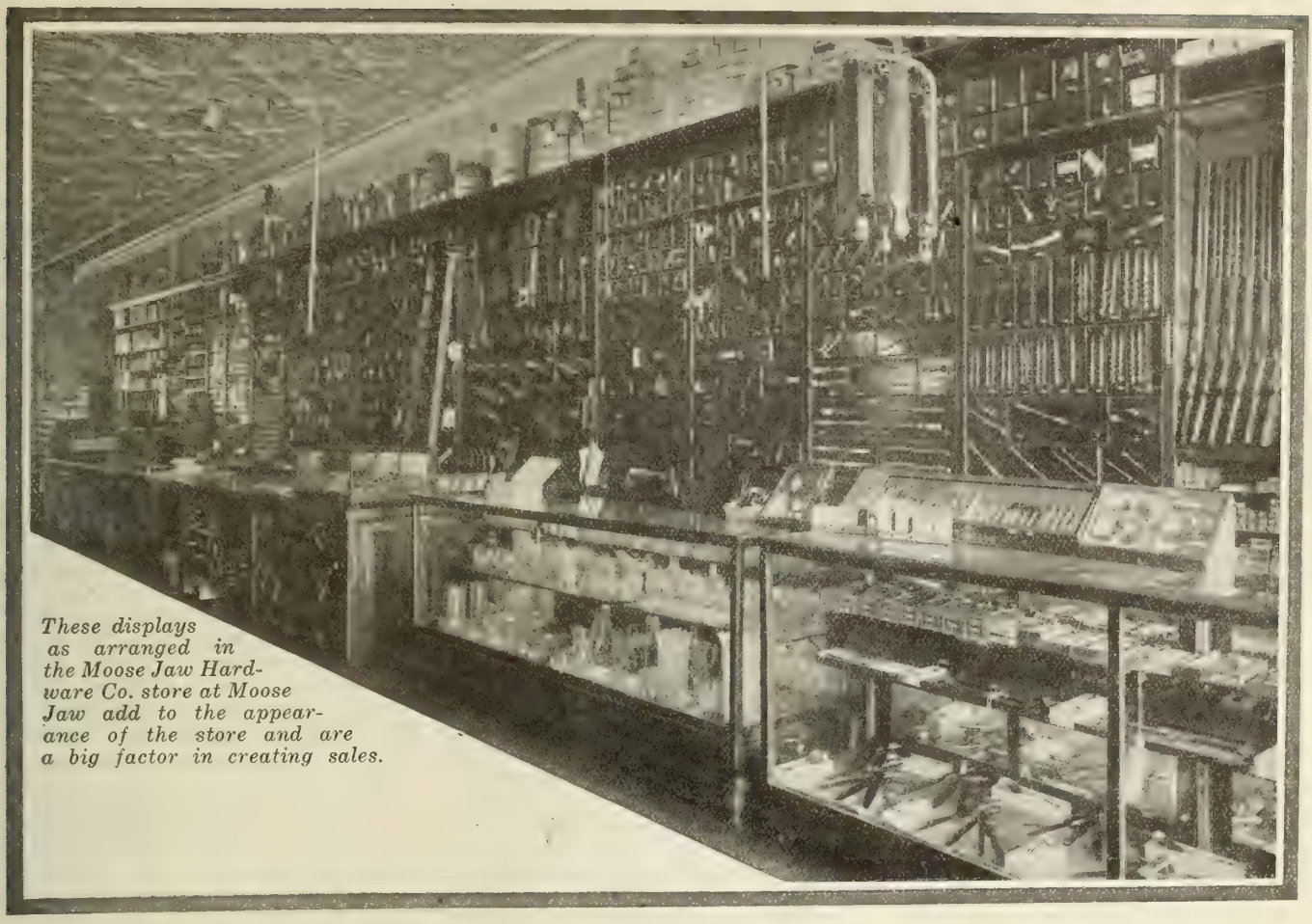
The Coming Line for Hardwaremen

One Year's Experience With Auto Accessories Elicits This Expression of Faith—Geo. J. Morrison, Proprietor of the Moose Jaw Hardware Co., Believes Great Possibilities for Development.

"THIS has been our first year to venture into auto accessories, but we have had great success, which has proved to us that this is one of the coming and, I believe, most profitable lines for the hardwareman to take up." In the foregoing, Geo. J. Morrison, of the Moose Jaw Hardware Co., Moose Jaw, summarized his reply to HARDWARE AND METAL'S query in reference to automobile accessories. It is becoming increasingly evident that the hardwareman generally is branching out into the auto accessory game and with marked success. As Mr. Morrison states:



How the silent salesmen and wall cases are utilized is clearly shown in the accompanying photograph. There is a strong suggestion here to the patrons of the store to spend their money, or at least return when thinking of making purchases of these goods.



These displays as arranged in the Moose Jaw Hardware Co. store at Moose Jaw add to the appearance of the store and are a big factor in creating sales.

"We have only to look around and see the great number of cars that are being sold every year. There, unquestionably, will be a wonderful demand for this class of goods, and the hardware stores will be looked to as the source of supply by a great many car owners."

The Moose Jaw hardware store is a tribute to the development of the hardware business in Western Canada, and its appointments throughout are of a nature designed to give quick, satisfactory service. The use of silent salesmen is extensively developed and shelf goods are sampled neatly on the drawers in which they are stocked.

The Cutlery Department One of Importance

One of the big departments in the store is that of cutlery. As will be seen in the accompanying illustrations, displays are maintained in the silent salesmen, and wall cases are utilized to set off nickel-plated, brass and aluminum ware. Mr. Morrison states that their stock of silverware, flatware and cut glass is such that they make a bid for and secure a very big Christmas goods trade, which is augmented throughout the year by sales for weddings, etc.

It will be noted that one entire case is given over to the display of cut glass, and it is being realized that this is a very profitable line which the hardware store can sell to advantage.

The arrangement of shaving accessories, scissors, butcher and paring knives, etc., in another case, is so attractive that it naturally suggests these goods to the customers on entering the store, with the result that more sales are recorded and ease in selling is quite evident.

The wall cases in which nickel-plated and brass goods are arranged are decided features in promoting a demand for these goods. These goods brighten the interior of the store wonderfully, and are a great factor in encouraging trade with the woman of the house.

GEO. J. MORRISON
Proprietor of the Moose Jaw Hardware Co., of Moose Jaw, Sask.

Sportsmen Have Direct Appeal in Gun Display

On the opposite side of the store a feature which appeals to the men, and particularly the sportsman, is the case in which guns of all descriptions are arranged. Even the small boy likes to look over the lines shown in this wall case, and the wishes of the boy are by no means a small factor in influencing sales of air guns and small bore rifles to the parents. The sporting goods department in all its branches is a big item in the store, and Mr. Morrison watches to see that those lines for which a sale can be made are constantly carried in stock. As the seasons change the displays are rearranged to meet the demands made and the wishes of the sportsman are catered to with extreme care.

A neat arrangement of ammunition and small accessories called for by the hunter is that directly below the guns. Shelving has been built to accommodate these items, and they are easily accessible, besides being in sight to remind customers whose supplies may be running low. The surplus stock of guns and rifles is kept in shelving directly above the display case.

Sampling Tools Creates Sales

The tool department follows the wall case of guns, the goods being sampled

(Continued on page 38.)

War is Demanding Standardization

Need for Uniformity is Being Met by Business Men of the United States—How Model Truck and Liberty Motor Were Evolved — What Government Asks the Organized Business Men of of the Country to Carry Out.

By a Staff Representative at Washington.

Washington, D.C.

EVERY business man knows the importance and the significance of standardization. The word ranks second only to efficiency. It denotes the realization of modern business that waste must be eliminated — the kind of waste that produces the same article a dozen different ways and makes repairs and replacements a matter of tremendous difficulty.

With reference to standardization in peace time opinions are not unanimous. Some do not favor it entirely. They feel that competition in design and variety in process of manufacture are healthy factors in trade and the means of satisfying the widely divergent tastes of the public. Some feel that in certain lines of goods there will never be possible a very rigid measure of standardization. Others, again, favor the most complete degree of standardization all through. They would have uniformity enforced by law in as many lines as conditions would permit. All agree that in many things standardization is very necessary and very beneficial.

With regard to war there can be no question whatever, no difference of opinion. Standardization of supplies is as necessary as discipline in the ranks. Bullets must be made the same to a tenthousandth part of an inch, rifles must be turned out absolutely to a model; guns, aeroplanes, motor trucks, gas helmets, everything used in the deadly business of war must adhere to set standards. This is the theory of war, at least; it is not always the practice.

The Moral of the Motor Truck

A young American engineer returned to the United States as soon after President Wilson's declaration of war as the limits of space and the handicaps of travelling out of France would permit. He had been serving with the French army in the engineering branch of the service for a couple of years, but got permission to return home as soon as his own country entered the war. In offering his services to *La Belle France* he had hoped, or at any rate expected, to assist in some of the more spectacular phases of war time engineering. It had developed, however, that he was on most intimate terms with the workings and the parts of motor trucks. No one was more capable than he in reassembling and doctoring disabled motor lorries. Accordingly he had been put in charge of a large workshop some distance back from the lines, where he worked anywhere from fourteen to eighteen hours a day—and saw to it that his staff did the same—at the highly useful if not spectacular business of repairing army trucks.

It was gruelling work in every sense of the word. When a shell lands in the neighborhod of a truck, the result is not hard to imagine. Generally the wreckage is left to rust where it has landed and the Western front is strewn with mangled remnants of wrecked cars. The need for trucks is very great, however, and anything that can be saved must be saved. Accordingly the young American and his staff had to tackle repair jobs that would have made any garage man on this side of the ocean throw up his arms in desperation.

But the great difficulty lay in the matter of duplication of parts. The French army had recruited and conscripted cars and motor trucks from all corners of the earth. There were French cars, English cars, American cars. There were so many different shapes and constructions that the repair depot had to carry no less than 20,000 parts! When a wrecked truck was brought in for treatment, it had to be identified, its origin traced back, its particular make and model determined and then the proper parts found. Necessarily work was slow and the difficulties great.

On his return to the United States, this engineer was a strong advocate of standardization. He had seen the lack of it in its worst phase and, to use an army term, he was "fed up with it." He told of one incident that illustrated effectively the dire results of lack of standardization.

Three motor trucks were parked by the side of a road back of the French line—a big English truck, a French truck of an antiquated model and a converted Ford. A shell landed close enough to scramble the three of them. Only the English truck was left sufficiently intact to be worth bothering with at all, but some of its parts had been scattered about and, when the repair men came to gather that machine together, they struck the job of their lives. There was three of everything in the mass of wreckage.

Standardizing the Truck

It hardly required the testimony of this officer and others who had had a like experience to convince Uncle Sam of the need for proper standardization. It had already been determined that only one type of truck should be used with the American army.

The means of attaining this end was supplied through the agency of the Advisory Commission of the Council of National Defence. Committees had been appointed to act with the General Munitions Board. The Committee on Army Vehicles consisted of William Butterworth, of Deere & Co., chairman; A. N. Thielaus, Studebaker Corporation; R. V. Bond, Kentucky Wagon Co., and E. E. Parsonage, of the National Implement and Vehicle Association. A committee on Armored Cars had also been appointed consisting of Col. J. H. Rice, of the Ordnance Department of the U.S. Army; Col. C. B. Baker, Quarter-master General, and F. A. Scott, of the General Munitions Board. Finally there was a committee on Automotive Transport, consisting of Karl W. Zimmerschield, of General Motors Co., Detroit, vice-chairman; Charles Clifton, representing National Automobile Chamber of Commerce; C. W. Stiger, representing motor and accessory manufacturers; H. L. Horning, representing tractor interests; Henry R. Sutphen, representing watercraft interests; Frank H. Russell, representing Aviation Engine Association of America; Coker F. Clarkson, secretary and general manager of Society of Automotive Engineers; T. W. Henderson, Henderson Motorcycle Co., Detroit, Mich.

The task of standardizing motor trucks for army use was in its various phases turned over to these committees of business men. The ultimate result was one of the miracles of manufacture that the war has brought about.

Engineers in Conference

The coöperation of all the manufacturers was first obtained. It was a very earnest evidence of coöperation that was demanded of them. They were asked to "go the limit," to throw in everything they knew to help in the planning construction of the perfect motor truck. They agreed.

New Government buildings in course of construction at Washington, D.C.

The concluding phase of the proceedings was when there gathered at Washington the head engineers of all the big manufacturers. They were collected together in one room, provided with plenty of material for the preparation of plans and then told to "go to it." It was impressed upon them that the country needed a truck as near perfect as was possible under existing conditions and that it was a patriotic duty with each and every one of them to help toward that end without a shade of reservation.

The story goes that the door was actually locked on them. This may or may not be true. But it is a fact that the conference brought forth wonderful results once they got down to work.

Imagine the situation; a score or more of jealous engineers who for years had been feverishly striving to excel each other in the improvement of truck construction. Each man there had shop secrets, exclusive processes, ideas that had been guarded as more sacred than the secret of the Sphinx; and they were asked to coöperate in the production of a perfect truck!

It did not take long for the ice to thaw. First one man laid a shop secret on the table, then another uncorked a hoarded kink and a third explained the nature of a projected improvement. In an hour all the cards were on the table and the group were up to their ears in details and specifications.

To-day every truck manufacturer has handed over to his rivals what was once supposed to be his chief stock in trade—his secrets of construction. But a truck is being produced for the use of the American army that will be as near perfect as it is possible to go to-day—a truck containing just one thousand parts where nearly two thousand were needed before. Every truck that goes to France will be of that model.

Activities incident to the war, have made enlarged quarters imperative.

The repair depots behind the American lines will carry one thousand parts only.

The Liberty Motor

The same story could be told with reference to the standardizing of the motor used for aeroplanes. It is, of course, generally known that the worth of a flying machine lies in the heart that drives it—speed, durability, facility, all depend upon the humming little mechanism in the nose of the machine. As the United States has felt, and perhaps rightly, that the only road to Berlin is one that cuts through the clouds—in other words, that the war can best be won in the air—the need for the finest motor possible was early recognized:

The same procedure was followed. The coöperation of the manufacturers was sought and obtained, the engineers were summoned to Washington and put into a room with the same instructions, "Evolve us a perfect motor." There was the same letting down of the bars, the same surrender of cherished secrets, the same mutual discussion of specifications and details.

The result was the Liberty motor. American aeroplanes will fly over the enemy lines with the assurance that the motive power throbbing in them comes from a motor that has all the good points American makers know and none of the faults they have been able to find and correct—a hundred per cent. machine as far as present knowledge goes.

In All Lines Now

The same idea is being carried through in all lines included within the needs of war. The army and the navy demand uniformity, absolute standardization, and Uncle Sam is putting the issue up to the business men of the country. On them is devolving the task of cutting straight roads through the rough hills of competitive construction. And the business men are living up to their task.

Reference has previously been made to waterproofing, as a line in which there was much mystery and mutual secrecy. Manufacturers jealously guarded their methods and processes from their competitors. Standardization for army purposes is being effected, however. Through the mutual efforts of the manufacturers the best methods are being determined for the waterproofing of clothing, tents, coverings, etc.

This is quoted merely as an evidence of what is going on in practically all lines.

And Now "Camouflage"

The standardization idea is being carried to all extremes and is being made to apply to what may seem the smallest details.

Every now and then a favorite artist drops from the pages of the magazines. His drawings are no longer seen and the public wonders what has become of him. In all such cases the answer is that he has gone into the service of the army. He is being employed on the devising and perfecting of "camouflage."

The war has coined many new words and phrases, but perhaps none more expressive or widely used than "camouflage," the art of concealment. The airship has provided the enemy with a far-reaching, all observing eye and it has become necessary to disguise batteries, hide roads and camps, cover "ammunition dumps" and, in fact, so change the appearance of everything the aerial observer can see that he will be deceived. The work must be well done, for the aerial observer uses a camera—and it is hard to deceive a camera!

With great thoroughness Uncle Sam is working on the standardization of camouflage. Hundreds of artists have been conscripted into the service and are being used in devising and preparing methods of disguise. They are attached to the various camps and the results that they obtain are duly reported. Information is exchanged among the various camps. Even this seemingly small phase of warfare is being worked out on a basis of absolute standardization.

The moral of it all is that the U.S. Government is obtaining tremendous results in the matter of standardization because the coördination of business men has been obtained. In no other way could the Liberty motor have been evolved. The system of national committees is making it possible to organize any industry to the point where anything needed for war purposes can be obtained.

Standardization is a matter for business men to handle and Uncle Sam has had the good, common sense to delegate it to business men.

And the results prove the wisdom of this course.

TRADE INQUIRIES

1474. **Washboards.**—A Glasgow firm who import washboards would be glad to hear from Canadian manufacturers seeking business after the war.

1484. **Agricultural tools and implements.**—A trading company in Sumatra, covering the Dutch Indies and Straits Settlements, etc., would like to get into touch with Canadian manufacturers of agricultural tools and implements with a view to business after the war.

1486. **Sulphite lye.**—A London manufacturing company wish to ascertain if they can obtain sulphite-lye, a by-product of the pulp industry, from Canada, and would be glad to hear from producers able to offer regular supplies. Full particulars obtainable at Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1487. **Washboards.**—A London company who are large buyers of washboards would be pleased to hear from Canadian manufacturers looking for export trade.

1495. **Sulphite (wood) pulp.**—London firm ask for quotations c.i.f. Bilbao, Spain, or Genoa, Italy, for 100 tons and 1,000 tons of strong, easy bleaching and bleached sulphite (wood) pulp.

1497. **Heating appliances, flooring, etc., paints and oils.**—An inquirer in Newfoundland wishes to be placed in touch with Canadian manufacturers of church and house-heating appliances, maple flooring and cedar shingles, paints and oils.

1498. **Wire nails.**—A London firm ask to be placed in correspondence with Canadian manufacturers of wire nails, who can fill orders for shipment to India.

1501. **Disc harrows.**—A Belfast firm of agricultural implement dealers wish to get into communication with exporters of disc harrows, with a view to after-the-war business.

1502. **Tinned mattress wire.**—A Birmingham firm are open to purchase large quantities of tinned mattres wire, 23 gauge.

Tin Plate Situation Uncertain

Governments of Canada and United States Investigating Actual Requirements — Will Probably Distribute Supply According to Necessity Shown.

THERE has been a great deal of uncertainty of late over the tin plate situation and a great variety of opinion is abroad, much of which is based on no actual knowledge. It is known that last year the situation was serious enough to warrant a good deal of uneasiness, and that the limitation of tonnage that still exists must of necessity still be a disturbing factor. The renewed activities of the great munition plants and the consequent difficulty of getting steel plate is another serious factor.

There has been no suggestion to date, however, of any actual famine in the product. All the activities relative to the matter have been to conserve the supply for the most urgent demands. At present there are investigations under way to determine what are the actual requirements of varying lines of activity on both sides of the line. It is expected that once these investigations have been completed that there will be an apportionment of the available supply. Just how liberal this apportionment may be to Canada, nobody is able to say, but as the United States dealings with this country in other lines have been of a generous nature there is no reason to greatly fear on this point.

T. N. Anderson of Hamilton, sales manager for Canada of the American Can Company speaking of the matter states:

"There are all sorts of rumors and uncertainties regarding the tin can industry for the future. No one knows or will venture to say what action either Government might take on this question. Practically all of the plates used in Canada during the war period have come from the States and the States have used very extraordinarily large quantities of plates under to-day's conditions. As far as we know Canada has not been handicapped to a point worth mentioning to date and in these unusual times we cannot worry too much about the future under conditions quite beyond the control of tinplate users.

"Both Governments are accumulating data which will show tinplate consumption divided by lines for several years past and estimates for next year. Our belief is that this information will be used by the United States Government as a basis for determining the future and deciding how much tinplate they can spare for export shipment to this country and others."

Fred Whittall of the A. R. Whittall Can Co., Montreal, is slightly less optimistic than Mr. Anderson.

"The United States Government." he says, "will not allow any export of tinplates at the moment for other than the manufacture of containers for perishable food products. Clear and concise information relative to the purposes for which supplies are to be used must positively accompany all requests and no supplies are permitted forward in any case without licenses for each separate lot." Mr. Whittall states that he understands that consideration is now being given a request for some material for paint containers but that this is still under advisement by the government's board. Tinplate can be bought in the States at the present time, but in most cases it will be of little advantage to the Canadian manufacturer because of the embargo. Until present contracts are satisfied, little relief, Mr. Whittall states, is looked for.

THE COMING LINE FOR HARDWAREMEN

(Continued from page 35.)

very neatly on the fronts of drawers which contain the stock. Screwdrivers, auger bits, chisels, saw sets, braces, etc., are all attractively arranged and permit ease of selection from the customer's standpoint and rapid, effective handling from the salesman's end.

The builders' hardware, comprising lock sets, butts and hinges, etc., are splendidly arranged, and although building activities have ceased to some extent during war times, the line is kept prominently before the people and very satisfactory sales are being recorded. The surplus stock of lock sets, etc., is kept on shelving above the rows of drawers and, besides being easily secured, can be checked frequently and kept complete with little or no trouble.

The value of counter display cartons in the eyes of the proprietor of this store is visible to anyone in examining the photos, reproduced herewith. The attractive element usually features the goods shown in this way, and creates an inquiry, which can be satisfied either by the goods in the carton itself or other lines from stock

Making An Appeal From the Paints

Supported at an angle from the wall is a big display board, on which color blocks of the numerous shades carried in the paint department are hung. Apart from its convenience to those buying paint, this board serves to bring to the notice of all those entering the store the fact that the paint department should not be overlooked.

A careful arrangement of the display enhances the value of this department materially and the attractive labels on the tins add brightness to this important section of the store. The tins are arranged in shelving built to accommodate each size, and this feature adds to the general effectiveness of the paint display.

Each department has been carefully planned and great stress has been laid on the value of display. Keeping goods packed away in boxes or under counters does not meet with the approval of Mr. Morrison, for he believes that goods well displayed are half, or even more than half, sold.

The Moose Jaw Hardware Co. was established in the spring of 1900 by John Hawke and continued under his management until the spring of 1912. Up to that time along with the hardware business a tinsmithing, plumbing and steam fitting business was carried on. In 1912 Mr. Hawke retired and Mr. Morrison took over the business. At that date also the hardware was separated from the mechanical end, which was made into a separate company under the name of the Moose Jaw Heating and Plumbing Co. Mr. Morrison states that the separation of these two ends of the business was made, believing it was to their best interests to have them separated, and time has confirmed him in his belief as far as their own particular business is concerned.

Association Programme Along New Lines

AS we go to press, the Advisory Committee of the Ontario Retail Hardware and Stove Dealers' Association is in session at the Queen's Hotel, Toronto, planning out the program of their convention to be held next February. The dates of the convention, which will be held at the Royal Connaught Hotel in Hamilton, Ont., are Tuesday, Wednesday and Thursday, the 19th, 20th, and 21st of February, 1918.

Representatives of HARDWARE AND METAL were called in to the meeting to-day and suggestions have been made which will materially improve convention proceedings. The program will be run along entirely new lines—will start on time—run on time and it is believed the program will limit speeches to a certain time. It is believed this will result in all speeches being boiled down to the real thing.

Some meetings will be confined to retailers only and then there will be open meetings at which manufacturers, travellers and jobbers can attend. Several manufacturers have signified their intention of having exhibits.

It is expected a definite announcement in reference to the program will be made within the next couple of weeks.

Those in attendance were Jas. M. McGregor, of Oakville, W. F. McPherson, of Prescott, W. J. Carter, of Picton, John Caslor of Toronto, and A. J. Wright of Hamilton.

EDITORIAL COMMENT

THE NEW YEAR

FORECASTS as to abounding prosperity for Canada during 1917 have been fully realized. Business men can look back at the past year with considerable satisfaction and to the New Year with a large measure of confidence. Another year of war with its sorrow and suffering has passed and it is doubtful if business in Canada has ever been better than it is at the present time.

For the new year, prospects are even better than those existing at the beginning of 1917. Canada's billion dollar crop represents a new era in earnings —it is more than likely heavy spending will continue. However, there is a possibility that the war will end during the coming year—and everyone will welcome the day when hostilities do cease—and conditions following may bring real hardship. It is to the future then the business man must look, planning very carefully and deliberately, watching every move to see that no joker creeps in which will blind his vision to the after-war period when present prosperous conditions may be curtailed somewhat until a readjustment is effected.

PROHIBITION FOR CANADA

ALREADY one commendable measure has been put into effect by the new Union Government —that of prohibition for Canada. This step will be generally welcomed by business men throughout the entire Dominion who have helped put through legislation of a similar nature in practically every province with the exception of Quebec, and had an opportunity to review its splendid results. There is no question of doubt but that even to-day large sums of money are being sent out of the individual provinces for liquors which could well be diverted to better channels.

In those provinces which have enjoyed the benefits of prohibition for the last year or two, business men largely attribute individual prosperity and spending power to the removal of the temptation of the bars. The move to extend bone-dry conditions to the entire Dominion should result in a war-time efficiency which will undoubtedly be reflected in greater earning and spending power. The money spent in absolute waste will be directed towards better channels which should have a decidedly good effect on all lines of business.

PRICE FIXING EXTENSION URGED

THE activities of the Federal Trade Commission in the United States have been followed through their various ramifications with extreme interest, not only by those to the south of us but by the trade throughout Canada. The annual report just issued urges not only the extension of price fixing but calls for Governmental investigation of trade associations. The developments from such an investigation will be watched with great interest in Canada.

In commenting on the report, the *American Metal Market* says:—

Extension of the Government's price-fixing power to other products than food and fuel, and especially to iron and steel, is believed necessary by the Federal Trade Commission in the light of experience gained in investigating economic conditions since the United States entered the war. Recommendation that a temporary administrative body be established to determine reasonable prices for prime necessities and also to regulate the distribution of raw materials and finished products was made in the commission's annual report submitted to Congress.

Regarding the necessity for Governmental price-fixing, the report says in part:

"In this connection also should be considered the question whether bona-fide contracts made prior to the passage of a price-fixing law should be allowed to be enforced. This commission is of the opinion that the exact merits of the proposition might differ somewhat in different industries. With respect to the iron and steel industry, however, it believes that the greatest public advantage would be attained by not allowing such contracts to be fulfilled, at least over long periods of time.

"The need of a comprehensive investigation of trade associations, according to the report, has been developed from the commission's other inquiries. Lack of adequate trade information has been found to be one of the chief obstacles in many industries to the operation of natural competitive forces, and where trade associations collect such information it was discovered that temptation frequently results to control prices artificially and the channels of distribution. Publicity of trade association files, it is urged, would extend the knowledge of demand and supply and help to prevent abnormal fluctuations in prices, as well as tend to curb association activities of objectionable character."

How to Calculate Cost of Doing Business

The Operations Are Exceedingly Simple—The Tremendous Importance of Distinguishing Between the Percentage Cost of Doing Business as Reckoned on the Selling Price, and as Reckoned on the Cost Price—Getting a Desired Profit From Effort Over All Costs of Doing Business.

By John C. Kirkwood.

THE ascertaining of the percentage cost of doing business is as simple a calculation as can well be imagined—just simple addition and simple division. You add up your annual expenses—for rent, salaries, delivery, etc.; multiply the total by 100; and then divide by your total annual sales. The result is your cost of doing business in the form of a percentage.

Suppose that your total annual sales are $20,000; and that your total annual expenses (including an adequate salary for yourself and a desired profit over all) are $4,500; then your percentage cost of doing business (reckoned on your **selling** price) is:

$$\frac{\$4,500 \times 100}{\$20,000} = 22\frac{1}{2}\%$$

Note carefuly that this 22½% is a percentage on your **selling** price, not on the cost or invoice price of goods.

The Danger of Bad Arithmetic

Just what is signified by this warning to be careful to distinguish between the percentage on the **selling** price and the percentage on the **cost** or invoice price will be made clear by an illustration.

An article costs, let us say, $1.50, and sells for $2.25. That is, the gain on **cost** price is 75 cents, or 50%. This gain of 75 cents on the **cost** price is one-third of the **selling** price, or 33 1-3%. That is, 33 1-3% of the **selling** price is the same as 50% of the **cost** price. It would be quite wrong, therefore, to increase the **cost** price by 33 1-3%, which would give only $2.

To get the correct selling price, one must convert the percentage advance on the **selling** price to the equivalent percentage advance on the **cost** price; and then advance invoice or cost prices by the proper percentage. Many a retailer has bungled things here, to his great loss.

Costs Are Reckoned on the Selling Price

It is tremendously needful, in the interests of profitable trading, to make clear, and to understand clearly, the difference between the percentage as reckoned on the **selling** price, and the percentage as reckoned on the **cost** price of goods. And here let it be said that in common practice and talk, the percentage cost of doing business is reckoned on the **selling** price. That is, when a man says that his cost of doing business is 16%, he means 16% of his sales.

To illustrate this:

Brown does a business of $25,000 a year. His expenses, including a desired profit over and above all costs (which should include an adequate salary to the proprietor), amount to $5,000. Then Brown's percentage cost of doing business is:

$$\frac{\$5,000 \times 100}{\$25.000} = 20\% \text{ on his selling price.}$$

In this illustration, it is clear that the invoice cost of the goods sold by Brown is $20,000, for his $25,000 sales include $5,000 for expenses and profits. That is, Brown gains $5,000 on the cost price of his goods, or 25%. Thus it is seen that 25% on **cost** is the same as 20% on sales; or, vice versa, 20% on sales is the equivalent of 25% on cost. But when Brown talks of his percentage cost of doing business, he does not say, "It costs me 25% to do business," but, "It costs me 20% to do business," meaning 20% on **sales.**

Cut out this article and put it in your ledger, or elsewhere, where you can consult it whenever in need of its counsels and teaching.

Not often—perhaps never before—have you had the subject dealt with as in this contribution so fully and so plainly presented.

It would be well nigh impossible to exaggerate the importance of the subject of the cost of doing business in its application to every business, including the businesses of retailers whose capital is $5,000 or less. 95% of those who fail are doing business on a capital of $5,000 or less; 75% of the reasons for failure are personal, and, therefore, correctable; and 90% of those engaged in business get no profit from their effort. In the face of this authenticated history, it should be clear that every retailer should be greatly concerned to conduct his business better—and more profitably for himself.

Why Costs Are Reckoned on the Selling Price

In ascertaining the cost of doing business, it is simplest and easiest to make the reckoning on the **selling** price. You know your annual total sales; and you know your total annual expenses (including a salary for yourself, plus a desired profit over all). With these two known things, the percentage cost of doing business is a simple calculation; it is determined by the formula, as given previously, namely:

> Total annual expenses × 100 ÷ total annual sales = percentage cost of doing business reckoned on the selling price.

Converting Cost on Sales Into Cost on Cost

Knowing what is the percentage on the **selling** price, how is one to ascertain the equivalent percentage on the **cost** price, so that he may know the right percentage to add to cost or invoice price? Unless one knows how to make this calculation, one is apt to be at sea; and he may make grievous errors.

The formula for converting the percentage on the **selling** price into a percentage on the **cost** price is:

> Percentage cost on the selling price × 100 ÷ (100—percentage on the selling price) = percentage cost of doing business on the cost price.

Let us illustrate this formula by several examples.

When the percentage cost of doing business on the **selling** price is 16, then the equivalent percentage on **cost** is:—

$$\frac{16 \times 100}{100-16} = \frac{1600}{84} = 19.04\%$$

When the percentage on **sales** is 20%, then the percentage on **cost** is:—

$$\frac{20 \times 100}{100-20} = \frac{2000}{80} = 25\%$$

When the percentage on **sales** is 22%, then the percentage on **cost** is:—

$$\frac{22 \times 100}{100-22} = \frac{2200}{78} = 28.20\%$$

When the percentage on **sales** is 30% then the percentage on **cost** is:—

$$\frac{30 \times 100}{100-30} = \frac{3000}{70} = 42.86\%$$

These examples will suffice. You see how simply and rapidly you can ascertain what percentage to add to the cost price to equal the percentage on the **sales** price.

Some Illustrative Examples

Let us now apply what we have learned to actual examples.

We'll suppose that you have an article that costs you $3.00; and that your cost of doing business (reckoned on your **selling** price) is 18%. First of all we must convert this 18% to the equivalent percentage received on the **cost** price. Using the formula we have:—

$$\frac{18 \times 100}{100-18} = \frac{1800}{82} = 21.95\%, \text{ or, say, } 22\%.$$

So we ought to add 22% to the **cost** price. That is, when the article you have to sell—a hat, a pair of boots, an

oil stove, a picture, a piece of china, or anything else—costs you $3.00, and you add 22%, you get the correct selling price of $3.66 (which you may make $3.65 or $3.75, as you please; only you know that you should get at least $3.66 to obtain the right proportion of your costs of doing business, plus a desired profit).

But suppose you deceive yourself, and add only 18% to the invoice price, saying, "It costs me 18% to do business; therefore, I ought to increase the invoice cost by 18%." In such case, your selling price would be $3.54. As we have seen, you really require to get $3.66; so if you sell at $3.54 (probably at $3.50), you will be losing 12 cents and probably 16 cents.

You may think this not a very serious matter. Perhaps it is not in respect of individual items of small amount; but if you make the same error on all your sales for the year, the loss you sustain becomes a very heavy one and may mean that you will work all year for nothing, failing to obtain the desired profit.

Calculating Errors in a Year's Turnover

Let us look into this matter on the basis of a year's business.

We'll suppose that the goods you sell in a year cost you to buy $30,000; and that it costs you 18% of your sales to run your business (including an adequate salary for yourself, and a desired profit over all). 18% on sales, as we have seen, is 22% on cost. Which means that you ought to get $36,600 for the goods which cost you $30,000 to put into your store. Now if you add only 18% to invoice cost, you will obtain only $35,400—a difference of $1,200; that is, you would be losing just $100 a month, which may be the profit you have aimed at obtaining.

When one remembers that ample and official investigation shows that 90% of all those engaged in business get no profit from their effort, one has, in the above example, a hint as to why many men in business work year after year, for nothing.

Losing a Dollar 1,400 Times

Let us take another illustration. You are a hardware dealer, we shall suppose. You discover that your cost of doing business equals 17% of your sales (which 17% includes an adequate salary for yourself and a profit of $1,000 or so over all expenses, as a reward for your year's effort). Now 17% of sales is the same as 20.5% on cost (as per formula).

We'll suppose that you want to ascertain the correct selling price of a stove which costs you to lay down in your store $24. Clearly you must add 20.5%, which gives you a selling price of $28.92; or say, $29. But if you make the error (as many do) of adding only 17%, you get a selling price of $28.08, or, say, $28. That is, you would be losing a dollar on every stove sold.

Now, suppose that you are working on the assumption that it costs you 17% to do business (reckoned on your sales); and that you sell goods in the year which cost you to buy $40,000; and that you add (erroneously) on an average, 17% to **cost** or invoice price, your total sales revenue would be $46,800. But, as we have seen, 17% of sales is the same as 20.5% of cost price; which means that you should have obtained $48,200 for the goods that cost you $40,000 to buy. Because of your error in marking your goods, you have lost $1,400 which you expected and desired to get; and this loss of $1,400 probably means that you have worked all year for just wages; that you failed to obtain any profit on effort. It really means, in this example, when you sell goods costing you $40,000 for $46,800, that you are recovering only 14.5% on sales instead of the 17% required.

In order to save you time, the following table showing equivalent percentages in the cost of doing business is provided.

When the cost of doing business reckoned in the selling price is:	Then the equivalent percentage, reckoned on the cost price is:
9%	10%
10%	11.11%
15%	17.65%
16%	19.05%
20%	25%
25%	33 1-3%
30%	42.86%
35%	53.85%
40%	66 2-3%
50%	100%

For other in between percentages, use the formulas as follows:

(1) *To ascertain the percentage cost of doing business reckoned on the selling price:*

Total Annual Expenses × 100 ÷ *total annual sales.*

(2) *To ascertain the percentage to add to cost or invoice price, when one knows the percentage cost of doing business reckoned on the selling price (as ascertained per formula above):*

Percentage on sales × (100— *percentage on sales*).

Memo: Cut out this table and statement of methods, and paste same in your ledger.

It is worked-out illustrations such as those given that should convince you of the tremendous importance of knowing accurately just what it costs you to do business; of avoiding the fatal error of adding to cost price the percentage recovered on the selling price.

Be Sure to Provide for Salary and Profit

If your costs of doing business do not include a sum representing a desired net profit over and above your operating and other costs (which should include an adequate salary for yourself sufficient for your own and your family's needs), be sure to add to these costs the amount you desire as profit on your year's effort. Failure to figure in a net profit for effort and the risk of capital means generally a profitless year.

Brown's Case By Way of Illustration

As an illustrative example of this study of percentage costs, let us state a case.

John Brown, merchant, has total sales of $46,500. His year's expenses are as follows:

Rent	$ 600
Freight, etc. (on incoming goods)	400
Salaries (2 men besides himself)	3,500
Fixed Expenses (taxes, fuel, insurance, etc.)	200
Delivery, (including horse and wagon upkeep, stable, paper, twine, etc.)	600
Incidentals (including printing, advertising, postage, telephone, cleaning, repairs, etc.)	350
Losses (including bad debts, shrinkage, spoilage, thefts, donations and subscriptions, discounts given, etc.)	250
Interest (on capital, on bank overdrafts, etc.)	350
Depreciation (on furniture, horse, wagon, equipment, etc.)	150
Total	$6,400
Add to this the net profit Brown desires on his year's effort say	$1,600

or a total cost of doing business $8,000

That is, Brown's cost of doing business is (according to the formula previously stated):

$$\frac{\$8{,}000 \times 100}{\$46{,}500} = 17.2\%;\ \text{say } 17\%.$$

This 17% is on the selling price. Converted into a percentage on cost price, and following the formula previously stated, we have

$$\frac{17 \times 100}{100 - 17} = \frac{1700}{83} = 20.5\%.$$

That is, Brown would have to add, on an average, 20.5% to invoice costs to recover the $8.000 required costs of doing business + profit on effort.

If Brown's sales are $46,500, and if they include $8.000 (costs of doing business + net profit), then it is clear that the invoice cost of the goods sold in the year is $46,500—$8,000 = $38,500.

This illustration should prove suggestive and helpful to the man who wants to know how to calculate the costs of doing business, and how to apply these costs, when reduced to percentages.

This Way Fortune Lies

To sum it all up; and to make it very practical:

(1) Take your sales for 1917;

(2) Reckon up your expenses of doing business, omitting no item or class of item;

(3) Include an adequate salary for yourself, sufficient for your own and your family's proper needs;

(4) Include, also, a sum which you

(Continued on page 43.)

EVENTS IN THE TRADE

BUSINESS CHANGES

Rimbey, Alta.—O. B. Moore, hardware, has sold out.

Lawson, Sask.—Beaudreau & Folliott, hardware, have dissolved.

Winnifred, Alta.—Southern Alberta Hardware Co., Ltd., has sold out.

Birch Hills, Sask.—R. J. M. Sutherland, hardware, has sold to J. H. Millard.

Toronto, Ont.—H. W. Knight & Bro., manufacturers of electrical fixtures, have dissolved. Dissolution registered.

OBITUARY

Montreal.—O. Erdrich, of John Wilkins & Co., wholesale paper and twine, is dead.

Winnipeg, Man.—A. Y. Bayne, president, the Algoma Steel Bridge Co. of Canada, Ltd., is dead.

INDUSTRIAL NOTES

London, Ont.—London Foundry Co. has been sold to Wm. A. Kribs.

Toronto, Ont.—Cook & Brady, spark plugs, Toronto, have dissolved.

INCORPORATIONS

Prescott, Ont.—The Newell Manufacturing Co. has been incorporated, with a capital stock of $45,000.

Montreal.—The Wedgerite Piston Ring Co. has been incorporated with a capital stock of $49,000, and will manufacture piston packings, etc.

Owen Sound, Ont.—The Great Lakes Steel Corporation has been incorporated with a capital stock of $1,000,000 to manufacture and deal in iron, steel and all other metals from the ore to the finished product.

TAKES OVER AGENCY

John R. Anderson, who for some years has been head of the purchasing department of Lewis Bros. of Montreal, is severing his connection at the end of the year, having acquired the agency business of W. L. Haldimand & Son of Montreal.

Mr. Anderson's association with the hardware business dates back to 1896 when he started with Bowman, Kennedy & Co. (afterwards Jno. Bowman Hardware & Coal Co.) in London, Ont., serving a three years' apprenticeship. The following two years were spent in Toronto with Rice Lewis & Son and the Aikenhead Hardware.

In 1902, Mr. Anderson started travelling for the Jno. Bowman Hardware & Coal Co. out of London, going with H. S. Howland, Sons & Co. in 1904. In December, 1906, a change to Lewis Bros. was made and until 1912 Mr. Anderson covered the Niagara Peninsula and Western Ontario territory. In January, 1912, he took charge of Lewis Bros'. branch office in Ottawa and after one year there moved to Montreal to

JOHN R. ANDERSON

Who has taken over the agency business of W. L. Haldimand & Son, Montreal.

take charge of the purchasing department, which position he has since held.

In taking over the business of W. L. Haldimand & Son, Mr. Anderson will represent Dowswell, Lees & Co. (formerly Cummer, Dowswell Co.), Hamilton, Ont., Burrow, Stewart & Milne, Hamilton, Ont., Parmenter & Bullock Mfg. Co., Gananoque, Ont.; Nixon & Winterbottom, James Howarth & Sons and W. A. Tyzack & Co., of Sheffield, Eng.

MONTREAL NEWS

J. W. Dowling, president of the Wholesale Hardware Dealers' Association, has been confined to his home through a severe attack of pleurisy for the past three weeks. It is hoped that Mr. Dowling will be able to resume his duties within the next few days.

P. A. Jopp, manufacturer's agent and importer of dry colors and other lines, died at his home in Montreal, and was buried on Monday last.

PERSONAL

Leo Graham, manager of the Consumers' Cordage Company, and Clifford Prescott of J. Simmonds & Co., wholesale furniture and hardware, of Dartmouth, N.S., are among the unfortunate citizens who lost an eye as result of the Halifax catastrophe.

Mr. J. D. Chaplin, president of the Welland Vale Manufacturing Company, edge tools, etc., St. Catharines, Ont., is conceded to have been elected as Unionist member of the House of Commons to represent Lincoln county. Mr. Chaplin is president of the Chaplin Wheel Co. of Chatham, president of Canada Axe and Harvest Tool Co., president of the Wallingford Mfg. Co., and also head of the Metal Drawing Co. of St. Catharines, one of the large munition concerns in Ontario.

RE-ELECTED PRESIDENT

At the annual meeting of shareholders of the Dominion Sheet Metal Company, Limited, Hamilton, Ont., L. D. Mercer, Canton, Ohio; B. A. Epperson, Indianapolis, Ind., and C. B. Enlow, Evansville, Ind., were in attendance, being entertained at the home of A. T. Enlow, president of the company.

The board of directors was re-elected and A. T. Enlow was re-elected president and general manager.

Following the meeting a banquet to the staff was given at the Royal Connaught Hotel.

DEATH OF JOHN TAYLOR

John Taylor, founder of the firm of Taylor and Arnold, Ltd., general railway supplies, veteran in the business world of Montreal, where he started as a hardware merchant, died recently at Montreal.

Mr. Taylor was born at Ayr, Scotland, on March 18, 1833. He came to Canada in 1837 and had lived in Montreal ever since. After passing through the Montreal High School, he commenced business in 1851 with the wholesale hardware firm of Ferrier & Co. After a few years he joined the firm of Moreland, Watson & Co., and became a partner. This company organized the Rolling Mills, which eventually became the Montreal Rolling Mills, now part of the Steel Company of Canada. Upon the dissolution of Moreland, Watson & Co., he went into business with his brother, Homer, but after a few years this company dissolved and he entered business in the railway supply lines for himself, his brother Homer

taking up agencies in the same business. His brother Homer being killed on October 20, 1906, Mr. Taylor took into business his son-in-law, Thomas Arnold, who merged the two businesses and formed the firm of Taylor and Arnold, Limited.

ST. JOHN, N.B., NEWS

Stanley E. Elkin, general manager of the Maritime Nail Works, was elected on the Unionist ticket in the constituency of St. John-Albert, leading the polls. One of his opponents lost his deposit and the other is expected to do so when the soldiers' vote is in.

The contract for building a $35,000 power house and laundry in connection with the Algonquin Hotel at St. Andrews, N.B., has been awarded to the Rhodes, Currey Co., Ltd., of Amherst.

The New Brunswick Commercial Travellers' Patriotic Club raised $6,838 for patriotic purposes during the year, according to the report submitted at the annual meeting held in St. John this week. Officers elected were: president, W. A. Stewart; vice-president, D. McKinney; secretary, J. E. Augevine; additional directors, W. Connell, T. J. Gunn, M. H. Dunlop, J. E. Petrie, G. G. Walters, H. W. Wetmore, L. M. Owens, E. H. Cairns, J. E. Earle and G. E. Dawes.

Several of the St. John hardware stores had a new appeal for the Christmas trade this year. This opportunity was found in auto accessory departments which have been established during the year and in which many articles were found which could be featured as desirable presents. Good business is reported in this line.

The general lines and especially the fancy goods in the regular stock met a strong demand, the increasing tendency towards useful gifts throwing additional trade to the hardware stores. The tendency was not towards cheapness, however, and the more expensive gifts seemed to be in even more demand than usual. The Christmas season has been a good one in St. John.

COMMERCIAL CONGRESS OR SHORT COURSE FOR RETAIL MERCHANTS

Manitoba University will put on a special one week short course for retail merchants, February 4th to 9th, 1918. This course will consist of lectures each day on all subjects having a bearing upon retail merchandising. The course is being prepared to meet the requirements of the retail merchants of the West. In addition to the lectures there will be opportunities given for discussion or consultation periods.

For the last three years the Universities of Minnesota, Wisconsin and Illinois have provided short courses for merchants of their respective States. In each case, the attendance has continued to grow because the merchants have recognized the practical value of getting the best information possible on the various phases of merchandising. A committee of country merchants is co-operating with the Secretary of the Advisory Committee on Commercial Education to make this course one of the most interesting that has ever been offered to merchants in any part of Canada. Two of the very best men will be brought to Winnipeg to assist local experts in handling the various subjects to be discussed. It is altogether likely that Roy Soule, editor of "The Hardware Age" New York, and C. Prior Irwin of the Wisconsin University will be in attendance and deliver the principal lectures. The success of the course, apart from the character and value of the addresses, will be measured largely by the number of merchants and their clerks who attend.

To be sure of the future support of the University in offering such valuable education for retail merchants of the province, a general response is necessary. In cases where merchants are unable to be present, an effort should be made to have a clerk or clerks attend the course on behalf of the store and thus get the benefit of the information and ideas available.

Last February, five members of the Manitoba Association attended the short course provided by the Minnesota University. The subjects treated in this course were as follows: Accounting, Preparing an Annual Statement, Credits and Collections, Over-buying, Perpetual Inventory, Arrangement and Display of Stock, Window Dressing, Salesmanship, Advertising, Knowing the Markets, Keeping a Mailing List, A Store Paper, Turn-over, Community Development, Circular Letters, How to Meet Competition, Dealers Co-operating, Selling Points of Goods, Training Salespeople, etc. Upon their return to Winnipeg, the members recommended to the Manitoba Executive of the Retail Merchants' Association that every effort should be made to provide a similar course for the merchants of Manitoba, and it is gratifying to know that the officers have succeeded in getting the fullest co-operation of the Manitoba University in accomplishing the task. It is up to the merchants all over this province to make this an annual affair by proving to the University that their efforts along this line are fully appreciated. Your appreciation will best be expressed by your presence. The short course comes at a very desirable time. Most of the merchants will have completed stocktaking and business will likely be quieter than at any other period during the year.

UNLAWFUL PRACTICES ALLEGED

Colgate & Co., of Jersey City, have been indicted by the Grand Jury in the United States Court for violation of the Federal Laws by refusing to sell their products to dealers who would not agree to sell at the prices fixed by the company.

The indictment charges that Colgate & Co., manufacturers of soaps and toilet preparations, for the three years have engaged in unlawful practices in Virginia and elsewhere in the United States.

The indictment alleges that the defendants, through wholesale and retail dealers, fixed the prices at which all their products should be sold, and refused to sell to dealers who would not agree to sell at the prices fixed by the company, thus suppressing competition.

COST OF DOING BUSINESS

(Continued from page 41.)

think is just as a profit on your year's effort;

(5) Ascertain, from those two sets of figures—your total sales and your total costs of conducting your business—the percentage cost of doing business;

(6) Convert this percentage cost on sales into its equivalent cost received on the cost of goods;

(7) Mark goods accordingly;

(8) Then make sure that you are selling enough goods at the requisite advance on cost to give you every week the amount, in dollars and cents, necessary to meet your requirements.

If you do all this—and it will take some doing— you can possess a mind at ease; if you fall short, then let the deficit urge you to greater endeavors.

When you learn how hard it is to keep everything up to scratch, you will be slow to put on special cut-price sales; or to give away goods or make friendly allowances to favorite customers. You will be careful in your buying, careful to buy only what you are reasonably sure of selling at a full advance over cost and what can be quickly sold. You will discourage yourself and your staff from taking overmuch time to sell goods on which, for one reason and another, you cannot get the full advance on cost, which your expense of doing business calls for; and you and they will devote all energy to selling goods whose retail price gives you a bountiful advance over their cost.

So will you become a better merchant, a happier one, a more prosperous one. So will you remove yourself from that poor class of retailers, comprising 90% of all retailers, who get no profit on their effort; and so will you place yourself in that prosperous and rich-growing 10% class who get a profit on their effort year after year.

BRITISH MAGNETO OUTPUT

Although before the outbreak of the war the output of British magnetos was not more than 100 a week, since the war no fewer than 165,000 magnetos are said to have been produced in Great Britain.

WANTED

WANTED—Two experienced hardware travelling salesmen for established territories. State experience, salary wanted, also age. Permanent position to right men. Services required within thirty days. Whites, Limited, Collingwood.

Salesmen Convene in Brockville

Salesmen of the James Smart Plant of the Canada Foundries and Forgings, Brockville, Meet

THE travelling staff of the James Smart plant, of the Canada Foundries & Forgings, Ltd., Brockville, Ont., met together for convention on the week of December 10.

All of the members of the staff were present, territory from the Atlantic to the Pacific being represented. The members present were as follows:—F. W. Tracy, Alberta and British Columbia; A. E. Mulloy, Saskatchewan; M. G. Pettipiece, Manitoba; W. P. Millar, manager Winnipeg branch; Chas. E. McKay, Maritime Provinces; Wm. J. Irving, Montreal; A. St. Louis and V. Cadorette, province of Quebec; Geo. A. Hutcheson, A. A. Sutherland, H. M. Roblin, J. A. Turnbull, T. H. Webster, province of Ontario.

A number of the travellers arrived on Monday, the day preceding the convention, and spent the time looking about the factory getting information and in the evening were entertained by the local sales agent at the local theatre.

Tuesday found every member of the staff on hand and the day was spent in meeting one another and getting in touch with conditions throughout the factory. In the evening a supper and smoker was held, the general manager, T. J. Dillon of Welland, occupying the chair. He called upon a number of those present to address the meeting, all speaking along a very happy strain, going to show the good feeling prevailing among the staff. Many interesting and humorous features in connection with the work on the road were discussed, and a most enjoyable evening spent.

Wednesday the actual business of the convention was started, the salesmen going over the catalogue, discussing same, and making suggestions as to new and extended lines.

The travellers in closing expressed their appreciation of the general sales manager, B. J. McCormick, who handled the affairs of the convention. They looked upon the convention as a success and felt the information received would be of benefit to them throughout the coming year.

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CAN COMPANY ENLARGES PLANT

A. R. Whittall Can Co. of Montreal Make Extensive Additions to Plant

Within the past five weeks an addition to the plant of the A. R. Whittall Can Co. of Montreal doubling its former capacity has been erected, and it is expected will be ready for operation by the first of the year.

This company engages in the manufacture of tin containers for food stuffs and is now engaged on large government orders for such containers as will be used in sending beef, beans, etc., overseas.

The addition to the plant is 125 x 125 feet, three floors being provided with 47,000 square feet of floor space. It is expected the present capacity of the plant, which is 225,000 cans per day, will be doubled and this will probably mean an output of 150,000,000 cans for 1918.

The present officers of the company are: president, A. R. Whittall; vice-president, D. S. Whittall; managing-director, Fred S. Whittall.

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Oshawa, Ont.—A by-law will be submitted to the citizens to give the Thornton Rubber Company a fixed assessment of $5,000 per annum on the premises of the defunct Ontario Malleable Steel Range Company for a period of ten years with a cash bonus of $10,000 at the end of that time should the company carry out all its undertakings.

Association News from the President

Plans Being Completed For Convention Program, Which Will Deal With Conditions of To-day.

Editor of HARDWARE AND METAL

Regret that a letter written by me some weeks ago requesting some suggestions for our convention in February elicits no response. Never in the history of our country has the retail trade been confronted with such perplexing conditions as at the present. The successful retailer has got to be much more than a storekeeper. He must be able to gaze into the future with almost prophetic vision, so that he may be able to safely steer the commercial ship through the ever shifting danger zones that lie before it.

We will cite for instance the conditions of the tin market—we are told that in the future it will be almost impossible to get this commodity; then, too, the drastic restrictions the U.S. Government has placed on glass and many other commodities which we handle. In the past the retailer could diagnose his business ahead and make his arrangements accordingly, but cannot do so now.

Appreciating present conditions the executive have secured a number of men who have made a thorough study of to-day's problems, and the business outlook in relation to these. We feel sure that any retailer who comes to Hamilton will get a wealth of knowledge and information that will repay him for the time and money invested. Then let us see at the Hamilton convention of 1918 a big representation of the hardware trade of Ontario. We never wanted advice and counsel as much as we want it at the present time and are sparing no pains or effort to make the convention fulfil that purpose.

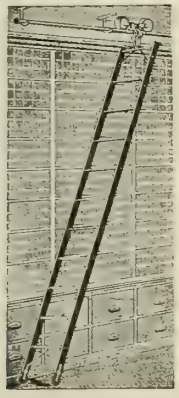
Yours very truly,
JAS. N. McGREGOR,
President, Ontario Retail Hardware and Stove Dealers' Association.

Members of the Sales Staff of the James Smart plant of the Canada Foundries and Forgings Co., Brockville, photographed on the occasion of their convention held recently.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MILBRADT ROLLING LADDERS

The John Calander Mfg. Co., St. Paul, Minn., are now putting Milbradt rolling ladders on the Canadian market. It is stated these are built to order specially for hardware stores, and can be applied to all kinds of hardware shelving, bringing the highest shelves within easy

Milbradt Rolling Ladder.

reach. It is claimed by the makers that these ladders will pay for themselves in a very short time, as they enable dealers to wait on more customers, and mean a saving in wear and tear of fixtures and goods. Milbradt ladders also make a store look more up-to-date. They are handled by the J. H. Ashdown Hardware Co., Ltd., and Marshall Wells Co., Ltd., Winnipeg.

BURGESS FLASHLIGHT BATTERIES

Canada Dry Cells Limited, Winnipeg, Man., are bringing Burgess flashlight batteries on to this market. These are made in various sizes and shapes, and fit all standard flashlight cases now on the

No 422.

No. 237.

Burgess Vest Pocket. Burgess Tubular.

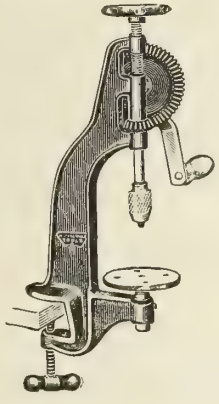
market. The makers point out that the flashlight battery is no longer a novelty or device of restricted usefulness, but is a commodity of general utility, and is fast becoming as much a household necessity as a match or a pin.

The makers suggest that the long life and great brilliancy of the Burgess battery is due in part to the fact that they are carefully tested in every process of manufacture. They are tested during assembly, and again after completion, and are held in reserved stock for a definite period, then tested again and put into a carton and shipped.

Another feature of their battery they draw attention to is the fact that their carbon has no seals on it, thus allowing the battery to be tested in the case by the customer before purchasing.

BENCH DRILL PRESS

A new bench drill for service on light work is now being marketed by the Millers Falls Company of Millers Falls, Mass. It is fed by hand with wheel located at the top of the tool and it is stated the ratio of speed is 3 to 1. It is



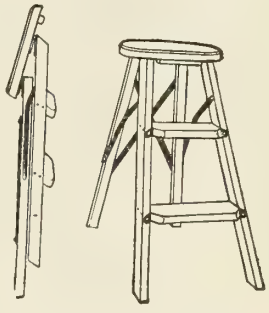
Bench Drill Press No. 207.

claimed the gears are cut, pinion being of steel. The frame is of strong, rigid construction, painted dark gray; feed wheel and large gear red, and chuck, spindle and crank are nickeled. Details as to capacity and dimensions are as follows: capacity of chuck 0 to ¼ inch round shanks; height over all 18 inches; maximum distance from chuck to table, 4½ inches; weight, 8½ pounds.

GEMCO STEP-STOOLS AND IRONING TABLES

The Geneva Mfg. Co. of Geneva, Ill., are placing on the market the Gemco Step-Stool and Gemco Ironing Table.

It is claimed the step-stool serves a double use, that of a stool seat and that of a step ladder. It weighs only six lbs. and can be easily carried. It is stated that one can swing it open with one hand, when it spreads and locks all legs and becomes a step ladder; or when in this form it folds compactly for setting

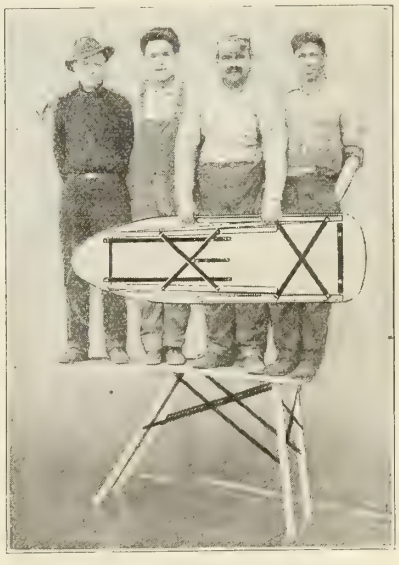


Gemco Step-Stool.

aside or with a swing from the wrist again becomes a stool seat.

The Gemco Ironing Table is built up from narrow pieces, grooved and glued together, which it is claimed is much stronger than natural lumber and will not warp and twist.

The legs are set at an angle which it is stated affords greatest rigidity and freedom from "spring" and "give" and "creep" and the ironwork is so constructed that the more weight on the top the more rigid the table stands; it will not tip from weight at small end.



Gemco Ironing Table.

It is suggested that there is ample room at the end to iron a skirt, and a clothes basket can sit under the braces.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

QUESTION of increased freight rates authorized for Canadian railways has been one of absorbing interest to the hardware trade during the week. Opinion is quite generally expressed by wholesalers that this increase in rates will mean an increase in prices of many lines to the retailer. Opinion is divided as to whether it will apply immediately to shipments from warehouse to retailer. There is unity, however, in the opinion that where new goods are brought forward and increased rates apply to both incoming and outgoing freights an increased price must obtain for the goods. There is one exception, however, in the case of scrap metals. Wholesalers of scrap metals are of the opinion the difference will cause a decline in price paid to those having these materials for sale to the extent of the increased freight rates.

Numerous changes have been recorded in bicycle accessories during the week, the majority of which have been in the upward direction. Wholesaler dealers in bicycles are looking forward to a good season so far as sales are concerned. War-time activities have resulted in a greatly increased sale of bicycles to munition workers who require them as a means of night transportation. Revision in prices for spring selling have embodied advances in vulcanizers, roller chains, handle bars, handle grips, mudguards, spokes and nipples, saddles, tool bags, separate wheels and rims, repair frames, coaster brakes, pedals, rubber tires. Changes have again been made in a number of automobile accessory lines. Certain grades of brushes have advanced approximately 10 per cent. An important change in the downward direction was that of a decline in cut nails amounting to 15c per hundred pounds. Ingot metals held in a steady market during the week. Wholesalers are engaged in stock-taking for the balance of the year. Travelers are now off the road and conditions will in all probability remain quiet until after the holiday season.

MONTREAL MARKETS

MONTREAL, Dec. 26.—The usual holiday spirit has taken hold of everyone and little interest centres around markets for the week. Some lines are due for a change, states one jobber, but no new announcements are obtainable for the week. There has been an advance in lubricating oils. Some lines of accessories have advanced in price, among these being lifting jacks, lubricating oils, emergency tire chains, Universal rims, engine-driven tire pumps, bumpers and engine heaters (electrical). Most of the travellers are in from the road for the week and it will be a quiet time for a few days in a business way. Tin has reached a new high level, being quoted at 84 cents per pound. One line of barn door tracks has been advanced about 20 per cent.

Lenses to Advance To 33 1-3 per Cent.

Montreal.

HEADLIGHT LENSES.—An item of interest to retail dealers handling auto accessories is the change of discount on lenses. This has been only 25% to the dealer and will be 33 1/3 per cent. after January 1. It applies to the standard lines.

Lifting Jacks Advance 50c on List

Montreal.

AUTO LIFTING JACKS.—Among the items recording advances this week are ball-bearing lifting jacks of "Kimball" make. The new list price is $7 showing an advance of 50c. A discount of 25% is applied to this line when bought by retail dealers.

Auto Emergency Grips Take on New List Prices

Montreal.

EMERGENCY GRIPS.—A new list price has been named on Dreadnought emergency grips in the copperized, electric-weld style. The new list on the sizes used on 3½-in. tires is $6.50 per set of six; that on the 4-in. and 4½-in. sizes is $7.50 and for the 5-in. and 5½-in. sizes $8.50. From the list prices a discount of 25% is allowed dealers.

New Weather Strip for Overlapping Wind Shields

Montreal.

WIND SHIELD WEATHER STRIP.—A new and improved line of wind shield weather strip is now being offered. This is for use with the overlapping style of wind shield and comes in lengths of 42 inches. It is made of rubber and will keep out rain and wind. The wholesale price of this line is 81 cents per strip.

Lubricating Oils Advance in Bulk and in Packages

Montreal.

AUTO LUBRICATING OILS. — A general advance will be announced at once affecting the various sizes of package Mobiloils. This will amount to about 5 cents a gallon in barrel lots, while in package goods the advance will depend upon the size of package. The increase is due, in large measure, to the increased cost of containers and also owing to the scarcity of these.

Rims Are Higher By About 15 per Cent.

Montreal.

RIMS.—Universal rims have advanced about 15 per cent. and the same applies to the various sizes for all makes of cars. The principal sellers are the 34 x 4 which were formerly listed at $39.45 and this is advanced to $46.10. Size 34 x 4½ listed formerly at $45 is advanced to $52.80 and 36 x 4½ with a list of $49.55 has now been listed at $57.80. These list prices are subject to a dealer's discount of 30 per cent.

Engine Driven Pumps Record a Big Advance

Montreal.

AUTO PUMPS.—Engine-driven automobile pumps are to be advanced on January 1, which will make a new high record for this line. Thus, the large car pumps formerly retailing at $14 will be listed after January 1 at $20. This is a steel pump and has been a ready seller. The price for the Ford car size of pump has been $10 and the new list on this is $14. From these list prices a discount of 25 per cent. is allowed on small lots or in dozens the discount is 33 1/3 per cent.

Automobile Bumpers Up About 10 per Cent.

Montreal.

AUTOMOBILE BUMPERS.—An advance approximating about ten per cent. will apply on and after January 1 on auto bumpers. Thus the spring style which has been listed at $16.80 will list at $18.50. Channel rail listed now at $9.85 will have a new list of $11.40 and Diamond Rail at present having a list of $12.95 will be advanced to $14.90. Round Rail listed at $14.50 will advance to $16.60 and Semi-Diamond will be advanced from $12.20 to $13.70. From these list prices the retail dealer is given a discount of 25% in less than half dozen lots. In half dozen lots the discount is 30% and in dozen lots a discount of 35% is allowed.

Engine Heaters Advance $1.50 on List

Montreal.

RADIATOR HEATERS.—There will be an advance of $1.50 each on electric auto heaters on January 1. The heater selling heretofore at $3.50 will be listed at $5, and from this the usual dealers' discount of 25% is allowed on quantities required. These are a popular seller and owing to their convenience there is a good sale to those storing their own cars.

Steel Barn Door Track Is Moved Up 20 per Cent.

Montreal.

BARN DOOR TRACK.—A stronger tendency in price revision of T-F barn door track is embodied in the rather large advance of 20 per cent. This is effective immediately. It applies to the various lines of track as made by this firm and comes as a result of added costs for raw material and labor shortage, as well as higher wage costs.

Lubricating Oils Advance 2c per Gallon

Montreal.

LUBRICATING OILS.—Oil refiners are about to accept bookings for lubricating oils and on these an advance is recorded averaging two cents per gallon. Costs of barrels and other materials and scarcity and increased cost of cooperage have affected the quotations in an upward direction and the increase thus effective bears out the tendencies of the market for the past few weeks.

Cut Nails Register Decline In Price

Montreal.

NAILS AND WIRE.—Quiet characterizes the market for such staple lines as nails and wire and with the exception of a somewhat large demand from Halifax there is little doing. Cut nails declined 15c per hundred pounds and are now quoted at $5.60 base. Wire nails are quoted at $5.50 base.

Iron and Steel Markets Are Firm Without Change

Montreal.

IRON AND STEEL.—Such dealers as have branches or customers at Halifax are receiving some orders from this quarter for certain classes of staple lines such as iron and steel. The local and country demand is limited and while prices hold firmly they are unchanged as follows:—

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Galvanized and Black Sheets in Quiet Market

Montreal.

SHEETS AND PLATES.—The volume of business passing in sheets is naturally limited these days and sorting orders are small. There is probably a greater tendency to more uneven prices, some having quantities to dispose of on which favorable quotations may be obtained It is evident that nothing very definite as to a defined price schedule has been reached and the following quotations are prevailing:

MONTREAL—	100 lbs.
BLACK SHEETS—	
10 gauge	$12 50
12 gauge	11 60
14 gauge	11 50
16 gauge	10 75
18-20 gauge	9 25 10 25
22-24 gauge	9 40 10 40
26 gauge	9 45 10 45
28 gauge	10 55
10¾ oz. (28 English)	10 55 10 75
GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05-10 45
20 ga.	10 30
18 ga.	10 15
16 ga.	8 70- 8 85

Coal Oil and Gasoline Selling in Normal Volume

Montreal.

COAL OIL AND GASOLINE.—Weather conditions here have moderated of late so that the number of car owners using their autos is fairly large. As a consequence the local demand for the product is very good. The outside or country demand has correspondingly been less from week to week and from this source the dealers do not anticipate any change for some weeks. Coal oil remains without change and for this there is a fairly good request from country points. Palacine is quoted at 20c per gallon, Electroline at 20c and Royalite 17c. Gasoline is 32½c per gallon.

Rope and Cordage Firm but Unchanged

Montreal.

ROPE AND CORDAGE. — Limited movement of the cordage and rope lines is reported and dealers are finishing up stocktaking and preparing for the business of 1918. The increased shipbuilding activities have served to make a better demand from this quarter and this will probably continue to be fairly good. The market is very firm and importers and jobbers state that they are expecting advances to be made very soon. Current market quotations as found elsewhere give the prevailing prices:

Lead Products Slow; Demand is Limited

Montreal.

LEAD PRODUCTS.—There is very little demand for products of lead manufacture and the holidays have served to quiet the market, which holds unchanged. Plumbers have the usual request to make for odds and ends which are required as a result of freeze-ups, etc. Pipe and waste as well as lead sheets are quoted as follows:—

MONTREAL—	
Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.12½- 0.13
Lead sheets, 3½ lbs. sq. ft.	0.12- 0.12½
Lead sheets, 4 to 6 lbs. sq. ft.	0.11½- 0.12

Old Material Market Characterized by Dullness

Montreal.

OLD MATERIALS.—Until the first of the year there will probably be no change in the situation on old scrap and other old materials. Dealers are having little demand with quietness even more manifest than heretofore. Prices have not changed, but when movement begins after the first of the new year there will probably be some price revisions in such lines as are moving then. Dealers are paying the following prices:—

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Selling at 84 Cents With Other Ingots Held

Montreal.

INGOTS.—As far as the local situation is concerned the market has been very quiet. The only change noticeable this week is in tin, which has recorded another advance of two cents.

COPPER.—Quiet and unchanged, with little promise of improvement as to demand. Quotations are still 33 to 34c per lb.

LEAD.—In United States points there is a somewhat firmer tendency owing to scarcity of spot stocks and better prices

have been offered. Locally prices hold unchanged at 9 to 9½c lb.

TIN.—Another advance of two cents brings the local price to 84 cents per pound. In the New York market an easier tone prevails due to the difficulty of getting export space to Portugal.

SPELTER. — Firmness marks the primary markets for this ingot metal but the local situation is quiet and unchanged at 10½ to 11c lb.

ALUMINUM.—Market is steady but continues quiet and little movement is reported. Prices range from 58c to 60c pound.

ANTIMONY.—There is a limited demand and the price holds unchanged at 18c lb.

TORONTO MARKETS

TORONTO, Dec. 27.—Wholesalers are now busy with stock-taking and travelers for the most part are off the road during the present week. Some calls will be made, however, by city travelers. There have been a number of changes in automobile and bicycle accessories during the week, including vulcanizers, roller chains, handle bars, handle grips, mudguards, spokes and nipples, saddles, tool bags, bicycle rims, forks, repair frames for bicycles, axles, pedals, pedal wrenches, repair hangers, coaster brakes, sportsmen's scales, bicycle tires. Readjustments have been made in the price of certain makes of spark plugs and roller chains. Business is naturally quiet as a result of the holiday period.

Vulcanizers and Roller Chain Lists Advance

Toronto.

VULCANIZERS, CHAINS.—List prices on Adamson vulcanizers have been advanced by dealers in bicycle accessories to the extent of 50c. Model U vulcanizer was formerly sold at $3 list while the new list price is $3.50. Model T vulcanizer former list was $2 while the new list price is $2.50. In quantities of six the discount on this line is 25 per cent., in quantities of 24 the discount is 30 per cent. while in quantities of 40 the discount is 35 per cent. Roller chains is one of the bicycle accessory lines to register a higher price with the recent revision for spring, 1918, prices. The former price was $3 list while the new list price is $3.60 list. These chains are subject to a discount of 50 per cent. to the retail trade. Bean chain tool No. A33 has been advanced $1 on list price and is now quoted at $3 list. Discount on the latter line is also 50 per cent. off list price.

Handle Bars Show Considerable Advance

Toronto.

BICYCLE ACCESSORIES.—With the recent revision of prices on bicycle accessory lines handle bars were included in the articles to show an advance. Extension handle bars which formerly sold at $1.70 list per pair are now quoted at $2.10 list. Braced motor bike bars that formerly sold for $4.10 each are now quoted at $4.80 each. Above prices are subject to a discount of 50 per cent. off list prices.

Bicycle Handle Grips Show Downward Trend

Toronto.

BICYCLE ACCESSORIES.—A readjustment in the price of bicycle handle grips has been put into effect by wholesale dealers. In one instance an advance was recorded while in three other instances declines have been made effective. Leather wound handle bar grips have been advanced on list to the extent of 40c per dozen, making the new list price $3.30 per dozen. Keystone rubber grips 6-inch size remain unchanged at $7.20 per dozen pairs list. Leather covered handle grips have declined 10c per dozen pairs and are now quoted at $5.60 list. Best quality leather grips have also declined 10c on list price and are now quoted at $6.50 per dozen pairs. Boy Scout Junior grips have declined 40c on list price and are now quoted at $9.20 per dozen pairs. All of above prices on grips are subject to a discount of 50 per cent. to the retail trade.

Readjustment in Price of Mudguards

Toronto.

MUDGUARDS.—A readjustment in the price of mudguards has been recorded during the week through the change of the list prices. Mudguards without flap that formerly sold for $1.50 are now quoted at $1.30 per pair. Mudguards with flap are still quoted at the same list price of $1.90 per pair. Centre-raised mudguards with flap have been advanced 20c and are now quoted at $1.60 per pair. Bluemel's celluloid mudguard has declined 30c per pair and is now quoted at $2.50 list. Above prices are subject to a discount of 50 per cent. from list.

Bicycle Spokes and Nipples Advance in Price

Toronto.

BICYCLE ACCESSORIES.—An advance of 20c per hundred on the list price of unswedged spokes and nipples has been made effective through the recent revision of prices on bicycle accessories. For the swedged spokes and nipples the advance amounts to 30c per hundred on list price. Unswedged spokes and nipples are now quoted at $2.50 per hundred, while swedged spokes and nipples are quoted at $2.80 per hundred list. Discount to the retail trade from above prices is 50 per cent.

Bicycle Saddles Carry Higher Prices

Toronto.

BICYCLE ACCESSORIES. — Higher prices have been recorded on certain makes of bicycle saddles. Gough's girder roadster saddle which sold formerly for $3.50 list price is now quoted at $3.70 list. Zenith saddle that formerly sold for $5.80 each list is now quoted at $6.30 list. Other makes of saddles hold unchanged at the following list prices: Gentlemen's three-coil 10½ by 8½, with single wire stay, is quoted at $2.80 each; gentlemen's three-coil saddle with double wire stay is quoted at $3 list; Bon Ton saddles are quoted at $3.40 list each; Saxon saddle 12x8 in. is quoted at $4.20 list each. List prices on saddles are subject to a discount of 50 per cent.

Tool Bags and Repair Forks Higher

Toronto.

BICYCLE ACCESSORIES.—An advance of 10c each has been recorded in the price of grained leather tool bags. Seven-inch size that formerly sold for 70c list each has been advanced to 80c list, while the eight-inch size that formerly sold for 80c each is now quoted at 90c list. Front repair forks have made an advance of 80c on list prices. Nine-inch stem are now quoted at $3.60 each while the 10-inch stem size is quoted at $3.80 each. Above list prices are subject to a trade discount of 50 per cent.

Bicycle Wheels and Rims Advanced in Price

Toronto.

WHEELS, RIMS.—An advance on the list prices of built-up wheels and rims has been put into effect. Built-up front wheels with wood rims are now quoted at list price of $4.50 each, an advance of 50c. Built-up front wheels with steel lined wood rim are now quoted at list price of $5, also an advance of 50c each. Built-up rear wheel with wood rim and new departure coaster brake has been advanced to $11 list price, the former list price being $9.40. Built-up rear wheel with steel lined wood rim and new departure coaster brake has been advanced to $11.50, the former list price being $9.90 each. Front wheel wood rims have been advanced in price and 26 in. or 28 in. are now quoted at $3.20 each, an advance of 70c on list price. Front wheel wood rims steel lined 28 in. are quoted at $4.20 each, an advance of 60c on list price. Rear wheel wood rims with Lester coaster brake are now quoted at $11 list price, while same wheel with steel lined wood rim is quoted at $11.50 each. Rear wheel wood rim with Eadie coaster brake is quoted at $11 each and with steel-lined wood rim at $11.50 list price. Above prices are subject to a discount of 50 per cent.

Repair Bicycle Frames Advance $6 on List

Toronto.

BICYCLE FRAMES.—An advance of $6 on the list price of repair bicycle frames has been made effective through the recent revision of prices on bicycle accessories. Frames that were formerly sold at $25 list price have been advanced to $31 each for men's. Frames for ladies' bicycles have also been advanced $6 on list and are now quoted at $33 each. These prices are subject to a discount of 50 per cent. These frames in-

clude the complete bicycle with the exception of wheels, handle bars, saddle.

Front Axle Assembly Goes Higher in Price

Toronto.

AXLES, HANGERS.—An advance of 2c each has been made effective in front axle assembly which now makes the list price 72c. This price is subject to a discount of 50 per cent. from list price. Crank repair hangers hold at the same prices as formerly quoted, Rollfast being quoted at $6.50 each and Stevens repair hangers at $7.10 each. Prices on hangers are subject to discount of 50 per cent.

Pedals and Pedal Wrenches Advance

Toronto.

PEDALS, WRENCHES. — Considerable advances have been recorded in the price of certain kinds of pedals. Pirate rat trap pedals are now quoted at $19 per dozen pairs, which is an advance of $2.50 on list price. Combination rubber and rat trap pedals have been advanced to $2 per pair, the former list price being $1.88. Solid rubber pedals remain unchanged in price at $2.30 per pair list price. Pedal wrenches have been advanced 50c on list and are now quoted at $3 per dozen. Above prices are subject to a discount of 50 per cent.

Coaster Brakes Have Been Increased in Price

Toronto.

BRAKES.—Coaster brakes for bicycles have been increased in price in certain instances. New Departure has been advanced to $8 list price, an increase of 50c. Sturmey-Archer tri-coaster brake has been advanced to $25 each list price. This latter price is an increase of $5 on former list price. Eadie coaster brakes remain unchanged at $8 each list price. Lester coaster brakes are also unchanged at $8 each list price. Prices on coaster brakes are subject to a discount of 50 per cent.

Sportmen's Scales Advance 50c Dozen

Toronto.

SCALES.—An advance of 50c per dozen has been put into effect on the sportsmen's scales which now makes the selling price $4.50 per dozen net. These scales weigh up to 25 pounds and are used for weighing fish and similar commodities. An advance in other lines of scales was recorded some three months ago. Labor costs and raw material costs are given as the reason for the advance.

Readjustment of Prices on Spark Plugs

Toronto.

SPARK PLUGS.—A readjustment in the selling price of Splitdorf spark plugs has been put into effect and in certain cases provides for a slight increase in price. Prices to the dealer for the hexagon type in quantities of less than 100 plugs is 75c each. In quantities of 500 the price is 65c each and in quantities of 1,000 plugs the price is 60c each. Heavy type of plugs in quantities of less than 25 are priced at 90c each, in quantities of 25 to 99 the price is 85c and in quantities of 100 and over the price is 80c each.

Chains Decline in Some Numbers; Others Advance

Toronto.

CHAINS.—A decline in the list price of Whitney roller chains of the cotter pin detachable type has been made effective during the week. On type with three-quarter inch pitch, while considerable advances have been recorded on chain of 1-inch, 1¼-inch, 1½-inch, 1¾-inch and 2-inch pitch. Cotter pins for same have also recorded a readjustment in price. Following are the former list prices and the new list prices. Prices given below are subject to a discount of 25 per cent. in quantities of less than 20 feet, 30 per cent. discount in quantities of 20 feet and 35 per cent. in quantities of 100 feet of chain:

Cut Nails Decline 15c Per Hundred

Toronto.

NAILS, WIRE.—A decline of 15c per hundred pounds was made effective in the price of cut nails during the week which now makes the base price $5.65 per hundred pounds. Wholesale hardware houses in this city continue to quote standard steel wire nails on the basis of $5.45 per hundred pounds. Wire rods are reported to be a scarce article in the United States market owing to the turning of activities of the rolling mills toward steel for government use. Wire products hold in steady position, base price for smooth steel wire being quoted on the basis of $6.50 per hundred pounds.

	Former List Price Per foot	Present List Price Per foot
¾-inch Pitch—		
No. 101	$2 00	$1 80
No. 102	2 12	1 90
No. 202	2 12	1 90
No. 103	2 20	1 95
No. 203	2 20	1 95
No. 104	2 44	2 10
No. 204	2 44	2 10
1-inch Pitch—		
No. 5	2 32	2 70
No. 6	2 32	2 70
No. 206	2 32	2 70
No. 7	2 52	2 80
No. 207	2 52	2 80
No. 208	2 88	3 10
No. 105	2 20	2 40
No. 106	2 20	2 40
No. 406	2 20	2 40
1¼-inch Pitch		
No. 10	2 80	3 50
No. 11	2 80	3 50
No. 211	2 80	3 50
No. 12	3 24	3 80
No. 212	3 24	3 80
No. 70	2 60	2 85
No. 470	2 60	2 85
No. 71	2 60	2 85
No. 471	2 60	2 85
1½-inch Pitch—		
No. 15	3 56	4 80
No. 16	3 56	4 80
No. 216	3 56	4 80
No. 17	4 00	5 20
No. 217	4 00	5 20
No. 75	3 36	3 85
No. 76	3 36	3 85
1¾-inch Pitch		
No. 480	4 80	5 75
No. 220	4 80	5 75
2-inch Pitch—		
No. 30	5 80	7 00
No. 230	5 80	7 00

New Cotter Pin List

	Per 100
¾-inch pitch	0 85
1-inch pitch	0 95
1¼ x ¾-inch	1 20
1¼ x ⅝-inch	0 95
1½ x ⅞-inch	1 50
1½ x ¾-inch	1 20
1¾-inch	2 10
2-inch	2 70

Discount on cotter pins 25%. In lots of 100 pins, 30%. In lots of 1,000, 35%.

Lubricating Oils Likely to Advance

Toronto.

GASOLINE, OILS.—As intimated last week that there was a strong probability that lubricating oils for automobiles was likely to advance, such advance has not yet been made effective in this district but is expected to become effective in the near future. Cost of tins and difficulty in scuring containers is given as the main reason for the probable advance in this line. Coal oil still holds unchanged although the market is firm and consumption is heavy. Gasoline consumption is perhaps lower than it has been for many months past. Quotations are made on the basis of 31½c per gallon for gasoline and 1c per gallon less for benzine.

Manila Rope Firm Owing to Fibre Situation

Toronto.

ROPE, TWINE.—Owing to the very light offerings in the primary market for medium and low grades of Manila hemp a firm situation exists in these commodities. There is very little business at primary points by reason of the difficulty of getting shipping space. Prices in the fibre market are merely nominal owing to the lightness of offerings. This is having an effect on the Manila cordage, and prices are firmly maintained. Manufacturers are quoting only on the basis of immediate delivery and will give no quotations on the basis of future delivery. Prices hold unchanged at those given in current quotations.

Movement of Stoves and Ranges Accelerated

Toronto.

STOVES, ENAMELWARE. — Manufacturers have been busy during the past week endeavoring to look after the needs of their customers. There is an evident desire to secure goods on the part of the retailer and this has resulted in orders to ship goods without delay. There is evidently some misgiving about delivery of goods later in the season and some merchants have taken time by the forelock and are endeavoring to see that they get their goods in time. Acceleration of business in stoves and ranges for this reason has been quite noticeable during the week. Manufacturers are also busy with stock-taking and the closing week of the year gives promise of being a busy one. Enamelware is moving seasonably well. Prices in the various lines hold unchanged.

Certain Grades of Paint Brushes Higher

Toronto.

BRUSHES. — One manufacturer of paint brushes announced an advance of approximately 10 per cent. in certain lines of gray bristle paint brushes. Owing to the shortage of okatka bristles and gray China bristles these lines have been affected in price. Certain lines of oxhair, camel hair and badger-hair brushes have also been advanced. Manufacturers have intimated for some time past that brushes would in all probability advance sharply about the first of the new year. The advance now recorded is probably preliminary to a more general advance in all lines of black bristle brushes.

Shipments from U. S. Steel Mills Light

Toronto.

IRON AND STEEL.—Shipments of iron and steel from the United States mills is becoming more difficult each day. There is a congestion of freight traffic that is greatly hampering movement of iron and steel while the shortage of coke is seriously affecting the production of the basic iron. Canadian mills continue to make fairly regular shipments and are able to supply wholesalers to the extent of their requirements in most instances. Prices held unchanged during the week.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Fairly Heavy Stocks of Sheets Due to Arrive

Toronto.

SHEETS, PLATES.—Some of the local dealers report they have fairly heavy stocks of sheets of the lighter gauges now on the way and that when these arrive there may be some readjustments in price. In some instances stocks of sheets were comparatively light on spot and there was trading between wholesalers during the week to piece out orders for immediate shipment. Prices held steady during the week, which is somewhat unusual as there has been a shifting of the prices in some sizes almost weekly for some time past. Trade is not heavy at this season of the year.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	$	$12 00	$12 00
12 gauge	7 55	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 30	10 80
22-24 gauge	7 35	8 35	10 85
26 gauge	7 40	8 40	10 90
28 gauge	7 50	8 50	11 00
3-16-inch plate	12 25	....	.....
¼-inch boiler plate	12 00	....	.....

GALVANIZED SHEETS—			
10¾ oz.	$ 9 50	$10 00	$12 00
U.S. 28	9 20	9 70	11 70
U.S. 26	8 90	9 40	11 40
22 and 24	8 75	9 25	11 25
18 and 20	8 60	9 10	11 10
16	8 45	8 95	10 95
14	8 35	8 85	10 85

Fuel Situation May Affect Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Dealers in some instances incline to the belief that ere spring comes around there will be a much firmer situation in corrugated sheets owing to the fuel situation. Mills are not able to operate to capacity in the production of sheets due to the shortage of fuel supplies. This is having an effect toward a firmness in cost. One manufacturer of eavetrough and conductor pipe will book into the future for only three months and on corrugated sheets will book no further into the future than six months. Firm quotations are made on the basis of delivery at a certain specified time.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8 70-$ 9 00	$8 00
No. 26 gauge	9 60- 10 00	9 25
No. 24 gauge	15 00-	12 00
No. 22 gauge	18 00-	15 25
No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

Discount 7½%.

Boiler Tubes May Be Serious Problem

Toronto.

BOILER TUBES.—There is no change for the better in the boiler tube situation. Wholesalers assert that it is becoming more and more a serious problem for the users of steam. Since they are unable to get further supplies for domestic use it would seem to be approaching the time when they may have to close their plants or change to some other form of power. Once a boiler is out of commission there seems small chance of getting it repaired. Prices are unchanged for any available stocks still extant.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead and Zinc Products Hold Steady

Toronto.

LEAD AND ZINC PRODUCTS.—There was a steadiness in the market for lead and zinc products during the week. Tin is holding at high levels with little chance of easier conditions in the near future. This is having a firm effect on solder. Trade during the week has been seasonably good. Prices hold unchanged.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Snow Interfering With Old Materials

Toronto.

OLD MATERIALS.—There is a dullness in the old material market at present due to in large measure to the fact that snow has covered the scrap materials and sellers have shown no disposition to move them. There is very little buying on the part of mills as they are ready to take quantities only when the buying appears exceptionally favorable. Prices for all old materials held in a steady market.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	.....
		Per gross ton.
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Bicycle Tires Advance 10 To 15%

Toronto.

BICYCLE TIRES.—Manufacturers of bicycle tires have announced an advance in the price of this line of goods to the extent of 10 to 15 per cent. Prices on bicycle accessories have recently been in process of revision, and the new prices on tires will apply for goods for shipment henceforward. Following are prices on Dunlop and Dominion bicycle tires and tubes:

Wire-Edge Tires.

	Complete Pair Tires	Casings, Each	Tubes, Each
Traction and Peerless Studded, 28x1½	$6.90	$2.40	$1.05
Special 28x1½ and 1⅝ (Canadian and English sizes)	6.60	2.25	1.05
Electric, 28x1½	6.60	2.25	1.05
Hercules, extra heavy, 28x1⅝. Guaranteed for 12 months	8.40	3.00	1.20
Imperial Studded, 26 and 28x1½ only. Guaranteed for season	5.50	1.80	.95
Do., 20 and 24x16. Guaranteed for season	5.00	1.65	.85
Banner Studded (Canadian and English sizes), 28x1½. Guaranteed for 3 months	4.80	1.55	.85
Challenge, 28x1½ only. Unguaranteed	....	1.25	....
Clincher Type Tires.			
Hercules, extra heavy, 28x1⅝. Guaranteed for 12 months	9.50	3.70	1.20
G & J., 28x1½ and 1⅝. Guaranteed for 12 months	9.00	3.00	1.05
Dunlop, 28x1½ only. Guaranteed for 12 months	7.00	2.45	1.05
Imperial, 28x1½. Guaranteed for season	5.80	1.90	1.00
Banner, 28x1½ only. Guaranteed for 3 months	5.00	1.65	.85

Dominion Bicycle Casings and Tubes.

Casings—	26x1½	28x1½	28x1⅝	English Size 28x1½
White chain tread	....	$2.20	$2.20	....
White studded tread	....	2.20	....	....
Grey studded tread	$2.00	2.00	....	$2.00
Black studded tread	....	1.75	....	....

Tube Section.

Tubes—	26x1½	28x1½	28x1⅝	28x1½
No. 2, extra heavy	$1.00	$1.00	$1.00	$1.00
No. 4, cotton back	1.10	1.10	1.10	1.10
No. 6, cotton back	0.80	0.80	....	....
No. 8, cotton back	0.95	0.95	0.95	0.95

Ingot Metals Hold Steady During Week

Toronto.

INGOT METALS.—There was a quiet market throughout in ingot metals during the week coincident to the holiday period. Industrial concerns are now busy with stock-taking, and are not interested in taking in any additional supplies except for those that suffice for their absolute needs. After the turn of the year there will in all probability be greater activity as a result of the need to replenish stocks.

COPPER.—It is now quite generally felt that the United States Government will make no change in the price of copper after the new year. The copper situation might now be termed a comfortable one, as there is no industry suffering from the lack of copper supplies. Consumers are quite generally well covered for the first quarter of 1918. Locally the market held steady at 30c to 32c per pound for casting copper.

TIN.—Stocks of tin held in London on December 1 are reported to be 4,891 tons, or over double normal. However, three-quarters of this stock is known to have been sold previously to America and held there awaiting permits to ship. It is also believed that considerable stocks of tin have accumulated at Singapore and Penang. There is, however, very little free tin that can be sold in the primary markets as a new transaction. Should heavy stocks of tin arrive for this continent it will mean that they are being shipped against old orders, and that they will be for consumers. Locally the tin situation held firm, quotations being made on the basis of 78c to 80c per pound.

SPELTER.—The United States Navy Department and the United States Government are in the market for a combined amount of 5,000 tons of spelter. These inquiries by Government interests are encouraging to producers, and in the opinion of many of them seem to herald more extensive buying on the part of the Government. A buying movement would in all probability put a greater measure of firmness in this market. Locally prices held unchanged at 9¾c to 10½c per pound.

LEAD.—There is a firmer undertone to the lead market at primary points, due to slightly higher prices that are being obtained in the Western lead centre at St. Louis. Demand for lead is not large. In the local market prices held unchanged at 8¾c to 9c per pound

ANTIMONY.—There is a steadiness in the market for antimony, as there was little activity in primary markets. Locally prices held unchanged at 16c to 18c per pound.

ALUMINUM.—The market held steady, with demand light. Quotations were unchanged at 60c per pound.

PIG IRON.—The coke situation continues to be the factor of engrossing interest in the pig iron market. So far Canadian manufacturers have had sufficient to meet their requirements. Transportation continues to be an uncertain factor. It is hoped, however, that with the taking over of the United States railways by the Government delivery of raw materials will be greatly facilitated. Quotations held unchanged at $50 per ton for foundry iron.

LONDON MARKETS

LONDON, Dec. 27.—There have been a number of changes in hardware lines during the week. One of the important changes is a decline in the price of cut nails. Advances have been recorded in shears and scissors, chain hooks, steel wagon jacks, glass cutters. Business here during the past week has been good. Most Christmas lines have been in good sale. Collections have been good. A seasonable quietness is expected by wholesale houses for the balance of the year as a result of stock-taking operations.

Shears And Scissors Go Higher In Price

London.

SHEARS, SCISSORS.—An advance in Wiss shears and scissors has been made effective during the week to the extent of approximately 15 per cent. Increase has been provided for through the issuance of new list prices. Discount from present list price is now 33 1/3 per cent. Conditions in the steel market, together with the labor situation, have affected the prices of these commodities.

Cut Nails Decline 15c Per Hundred

London.

NAILS.—A decline of 15c per hundred pounds has been made effective in the price of cut nails, which now makes the base selling price $5.60 per keg. Quotations on wire nails are holding steady, price being on the basis of $5.45 base per keg. The decline in the price of cut nails came unheralded, and so was cause for mild surprise. Wire products are holding in steady market.

Chain Hooks And Wagon Jacks Higher

London.

CHAIN HOOKS, WAGON JACKS.—Higher prices have been made effective in chain hooks and steel wagon jacks. Grab and slide chain hooks, ¼-inch, are now quoted at 10c each, 5/16-inch at 13c each, ⅜-inch at 17c each, and 7/16-inch at 22c each. R.-W. steel wagon jacks are now quoted at the following prices: No. 528 x 1, $13.25 per dozen; No. 528 x 2, $17.50 per dozen; No. 228 x 3, $26.50 per dozen.

Glass Cutters And Mending Materials Up

London.

GLASS CUTTERS, MENDING MATERIALS.—An advance has been made effective in Coleman Eclipse glass cutters, which now makes the selling price $1.20 per dozen. Higher prices have also been put into effect on Mendits. New prices on small packages are now $1 per dozen, while the large packages have been advanced to $2.15 per dozen.

Crosscut Saws Steady

There is a steadiness in the market for

(By permission of The Passing Show.

NAGGING WIFE *(to her husband, Chairman of Local Tribunal)*: " There now, didn't I tell you it was a mistake to refuse exemption to the only plumber in town!

The above gives one some idea of the conditions in the Old Country. But who can tell how soon they may be the same in Canada and the United States. Kaiser Bill has undoubtedly something to answer for.

crosscut saws, and prices hold unchanged at $4.50 each for 5-foot, $5.30 each for 5½-foot, and $6 each for 6-foot. Prices apply to Premier, Maple Leaf Lance, Maple Leaf Pacer, Pangburn, Arrowhead, Oriole and Leader brands.

Horseshoes And Toe Calks Selling Well

London.

HORSESHOES, TOE CALKS.—Due to the recent icy conditions on streets and roads, there has been a good demand for horseshoes and toe calks in order that horses may be sharp shod. List prices on Nos. 1 and 2 horseshoes are 40c per pair; Nos. 3 and 4, 45c per pair, and No. 5, 50c per pair. These prices are subject to a discount of 10 per cent. Neverslip toe calks are quoted at a discount of 15 per cent. off list.

Good Sale Skates and Hand Sleighs

There is a continuation of good sales of skates and hand sleighs. Weather conditions have been very favorable for this trade, and the holiday season has further assisted in the movement of these goods. Starr make of skates are quoted at 20 per cent. off list, while hand sleighs are quoted at a discount of 35 per cent. off list prices.

Winter Accessories Are Moving Freely

London.

STRIPPING, SNOW SHOVELS, AND SCRAPERS.—Winter conditions still engender a good sale of such lines as weather stripping, snow shovels and sidewalk scrapers. Frost King weather stripping is unchanged in price at $4.40 per dozen packages; Swan hardwood stripping at 75c per set, and wood and felt stripping at a discount of 75 per cent. off list prices. Steel snow shovels are quoted at a discount of 12½ per cent. off list. Wooden snow shovels, No. 116, are quoted at $4.25 per dozen, and No. 118 at $4.75 per dozen. Galvanized snow shovels, No. 127 are quoted at $7.75 per dozen, and No. 128 at $8.50 per dozen. Sidewalk scrapers are quoted at $4 to $5.50 per dozen.

Glass And Putty Hold Unchanged

London.

GLASS, PUTTY.—Quotations remain unchanged for glass and putty. There is a strong situation in glass, which seems to indicate higher prices in the near future. Single and double diamond glass are quoted at 40 and 10 per cent. off list prices, while cut lights are quoted at a discount of 33 1/3 per cent. off list. Standard putty in 25-lb., 50-lb. and 100-lb. drums is quoted at $4.65 per 100 pounds, while pure putty is quoted at an advance of $1.25 per 100 pounds over standard putty.

Rope Prices Unchanged

There was a steady market for rope prices during the week, and quotations were made on the basis of 39c per pound for pure Manila, 33c per pound for British Manila and New Zealand hemp, and 27½c per pound for sisal rope.

Ash Sifters in Good Sale

There is a continued good sale of ash sifters, with prices unchanged. Banner is quoted at $2.90 each; Rocker No. 1 at $5.25 each, and common wood sides at $2.15 per dozen.

Linseed Oil Firm; Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—Prices on linseed oil held steady, with a firm undertone. Quotations were made on the basis of $1.48 per gallon for raw and $1.51 for boiled in 1 and 2-barrel lots; 3 to 5-barrel lots, $1.47 for raw and $1.50 for boiled; 6 to 9-barrel lots, $1.45 for raw and $1.48 for boiled. Turpentine in single barrel lots is still quoted at 71c per gallon and in 2 to 4-barrel lots at 70c per gallon. In 5-gallon lots the price is 78c per gallon.

White Lead in Oil

White lead in oil holds unchanged at $16.20 per 100 pounds for pure grade in ton lots and $16.55 per 100 pounds in less than ton lots. Pure Elephant is quoted on the basis of $16.80 per 100 pounds in ton lots and $17.15 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Dec. 27.—With the Christmas rush over business has slackened off and many of the dealers are preparing for the taking of their stocks and until this is over no rush can be expected.

Local markets showed a firmer tone during the past week than at any time during the year and no changes of any importance are reported. However, many of the manufacturers delay revising their prices until the first of the year, which no doubt accounts for the present quietness.

Linseed Oil And Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on turpentine continue steady with no advance recorded over the former prices, namely, barrels 80c gal., ½ barrels, 83c gal., 5 gal. lots, 85c gal., 1 gal lots 85c gal. plus the usual extra for containers.

No change of prices is reported on linseed oil on the local market. To-day's market prices are as follows: Raw, $1.65 gal., boiled, $1.68 gal.

Mirrors Are In Firm Position

Winnipeg.

MIRRORS.—Prices on mirrors which have remained firm for the past year will no doubt be advanced soon as the high prices ruling on all grades of glass coupled with the scarcity of this class of labor is felt by all manufacturers. To-day's prices are quoted herewith:

Earl, 6 x 9 in., $3.40 doz.; 8 x 10 in., $4.15 doz.
York, 5 x 7 in., $1.50 doz.; 6 x 9 in., $1.90 doz.; 8 x 10 in., $2.40 doz.; 9 x 12 in., $3.05 doz.
Alexandra, 9 x 12 in., $5.85 doz.; 10 x 14 in., $6.80 doz.; 12 x 18 in., $9.60 doz.; 14 x 24 in., $12.90 doz.

Weather Strip May Advance Soon

Winnipeg.

WEATHER STRIP.—Although no new prices have been announced by the manufacturers of Swan weather strip for 1918 delivery, it has been intimated that an increase will be found necessary as the felt used in its manufacture has to be imported from England and transportation difficulties coupled with higher prices are the ruling factors. Price quoted at present is 68c per set.

Lead Products May Be Readjusted

Winnipeg.

LEAD PRODUCTS. — The recent fluctuations in the lead market have already affected the prices on many of the manufactured lines into which it enters. However, up to the present few changes in babbit metals are recorded and a general revision of prices on this commodity will no doubt be necessary in the near future.

Light Weight Stove Pipe Elbows Scarce

Winnipeg.

STOVEPIPE, ELBOWS.—Owing to the scarcity of Canada plates a local shortage is reported on light weight stove pipe elbows, and in some cases only the heavy weight can be supplied and with the present embargoes and transportation difficulties no improvement is looked for. Stove pipe and heavy elbows continue in good demand with prices remaining firm as formerly quoted.

White Lead In Oil Demand Is Light

Winnipeg.

WHITE LEAD IN OIL.—The market for white lead during the past week has been very quiet, with no indication of further advances in the near future. The demand at the present time is very limited with prices remaining firm as follows: Decorators' pure, ton lots, $16 65, 100 lbs.; less than ton lots, $17 100 lbs..

Logging Chains In Good Demand

Winnipeg.

CHAIN.—Present markets continue steady on all lines of coal and log chains, with no indication of further advances in the near future, all lines continue in good demand wherever logging operations are being carried on. Present market prices are herewith quoted:

Coil Chain—3-16 in., $13.75 100 lbs.; ¼ in., $11; 5-16 in., $10.10; ⅜ in., $9.25; 7-16 in., $9; ½ in., $8.75; 9-16 in., $8.75; ⅝ in., $8.65; ¾ in., $7.25 per 100 lbs.

Logging Chain—5-16 in., $11 per 100 lbs.; ⅜ in., $10; ½ in., $9.75 per 100 lbs.

Nuts Are Holding In Steady Market

Winnipeg.

NUTS.—No further change is recorded in the markets for nuts, which continue in good demand with prices remaining unchanged and are quoted today at the following prices:

	advance on list
Square blank, small lots	4½c lb.
Square tapped, small lots	4¾c lb.
Hexagon blank, small lots	4¾c lb.
Hexagon tapped, small lots	5 c lb.

Case lots of any of the above lines $1 per 100 lbs. less than above prices.

Window Glass In Firm Market

Winnipeg.

GLASS.—Prices on window glass remain very firm and it is in the usual demand. Reports from American markets indicate that owing to shortage of labor and coke many of the factories will be unable to turn out the usual amount and others will be forced to close, and if there is no improvement in these conditions higher prices may be expected. To-day's prices are as follows:

	Single	Double
	100 Square Feet	
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

Iron Pipe Holds In Steady Market

Winnipeg.

WROUGHT PIPE.—Prices on wrought iron pipe which have remained stationary for the past six months show no indication of any immediate advance and are quoted to-day as follows:

	Black	Galvanized
¼	$ 6 08	$ 8 42
⅜	6 16	8 50
½	7 83	9 63
¾	9 95	12 38
1	14 67	18 27
1¼	19 88	24 75
1½	23 76	29 57
2	32 04	39 78
2½	51 30	63 59

PITTSBURG MARKETS

PITTSBURG, Pa., Dec. 22.—It seems to be well established that no effort will be made at Washington to revise iron and steel prices at this time. If there is any revision it will probably occur after the fate of the Pomerene Iron and Steel Price Fixing Bill has been determined. This measure will probably be pushed by the Federal Trade Commission, and probably with a provision that some existing contracts can be suspended or abrogated entirely. The commission seems to be convinced that there are in existence some contracts, particularly for intermediate materials, that interfere with the system of uniform prices.

There are practically no offerings of pig iron by the merchant furnaces in the Pittsburgh and nearby districts. An occasional odd lot of prompt foundry is furnished as an accommodation, and there is some to be bought for second quarter and second half delivery. There are no offerings at all of basic or Bessemer.

Regular contract buyers of billets and sheet bars are being fairly well taken care of by their respective mills, but the consumer without a regular mill connection finds it almost impossible to buy soft steel. The offerings of shell steel discards continue to increase, but they are not well absorbed, although offered in billet form at about $2.50 less than the prices set for soft steel.

The sheet mills sold quite a tonnage of sheets in November after prices had been set, and with output restricted as it is at present they have little to offer. Sheet mills are operating at an average of only 50 to 60 per cent. of capacity.

Chain makers have promulgated a new list on chain, which ignores entirely the prices recently named by the American Iron and Steel Institute. This new list is based on 8.30c for 1-inch, ⅜-inch being 9.20c.

The whole iron and steel market has been extremely quiet, there being scarcely any commercial transactions. Government orders continue to be alloted as freely as formerly, but details are withheld. It is stated that 1,200,000 tons of shell steel has now been distributed, the whole programme involving 1.500.000 tons, all for shipment by the middle of June.

APPRAISERS BULLETIN

CURRENT VALUES FOR DUTY ON PIG IRON

The following schedule of price differentials covering all grades of Pig Iron at all producing and sales centers in the United States effective Nov. 3rd, 1917, is announced.

These differentials are to be added to or subtracted from the base of $33.00 per gross ton on No. 2 Foundry and Basic (Valley Furnaces). The grade of No. 2 Foundry Iron to be equivalent in analysis to:—

Silicon	1.75 to 2.25
Sulphur	Not over .05

No. 2 Soft Southern Iron equivalent to No. 2 Foundry of same Silicon content.

Differentials from the above price for No. 2 Foundry Iron to be made for the following changes in specifications:—

Forge or Mill Iron...$1.00 per gross ton under base Foundry Iron running

Silicon 1.00 to 1.75 0.50 per gross ton under base Foundry Iron running

Silicon 2.25 to 2.75 0.50 per gross ton over base Foundry Iron running

Silicon 2.75 to 3.25 1.50 per gross ton over base Foundry Iron in excess of 3.25 Silicon add $1.00 per gross ton for each ½% of Silicon over the price for 3.25 Silicon Iron.

Manganese, sulphur, and phosphorus variations to be adjusted as formerly customary in each district having respect to the base price.

Where iron is sold by fracture the usual grading prevailing in each district to continue.

Malleable Iron	$0.50 per gross ton above base
Bessemer Iron	10% " "
Basic Iron	Base price

CHARCOAL IRON

Southern or Warm Blast Charcoal Iron a maximum of $10.00 per gross ton above base for iron ranging .40 to .60 phosphorus, and silicon 1.00 to 2.00.

For grades running below these analyses corresponding reductions as usual to the trade to be made.

Cold Blast Charcoal Iron a maximum of $22.00 per gross ton above base with customary reductions for lower grades, as recognized by the trade.

Lake Superior Iron $2.50 per gross ton above base for iron averaging 1.25 silicon. Other grades to be adjusted as per the custom of the trade depending upon the silicon, phosphorus and manganese contents of the iron.

All of these charcoal iron differentials to be considered in connection with the base price.

HIGH SILICON OR SILVERY IRON

For iron containing:—

6% silicon	$7.00 per gross ton above base
7% "	9.00 " "
8% "	11.50 " "
9% "	14.00 " "
10% "	17.00 " "

$3.00 per gross ton advance for each 1% silicon for 11% and over.

BESSEMER FERRO SILICON

For iron containing:—

10% silicon	$22.00 per gross ton above base
11% "	25.30 " "
12% "	28.60 " "

LOW PHOSPHORUS IRON

Iron containing phosphorus and sulphur not exceeding .04 and silicon not exceeding 2%.

	Per gross ton
For copper bearing iron	$17.00 above base
For copper free iron	20.00 above base

A sliding scale of $1.50 per gross advance for each reduction in phosphorus of .005% below .04 and $1.75 per gross ton advance for each 1% of silicon in excess of 2%.

COKE (Modified Prices)

By-product	$6.00 per net ton
Selected Foundry	7.00 "
By-product over one-inch size	6.50 "

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1469. **Bags.**—A merchant in Curacoa, Dutch West Indies, wishes to secure supplies of second-hand bags measuring, more or less, 30 or 35 by 45 inches. Samples and prices are invited.

1470. **Agency.**—A firm of Government contractors in South Africa who are also contractors for a number of large concerns throughout the country wish to arrange to act as agents for Canadian motor cars, tires and tubes and motorcycle tires. They are particularly anxious to make connections for after-the-war business.

1473. **Acetate of cobalt and manganese.**—A London company asks to be placed in touch with Canadian producers of acetate of cobalt and of manganese, who can offer supplies.

1475. **Raw potash felspar.**—A Midlands company asks to be placed in communication with Canadian producers of raw potash felspar who are favorably situated for export to the United Kingdom.

1482. **Wire for bedstead manufacture.**—A firm of Birmingham, Eng., bedstead manufacturers requires large quantities of wire of the following kinds: Coppered hook wire; bright spring wire; galvanized mat wire; tinned hood wire; 1C4 bright spring wire, quality as the japanned spring; galvanized strip. Further particulars and samples of wires may be had on application to Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

INDUSTRIAL NOTES

Montreal, Que.—Canadian Wire Specialty Co., manufacturers, has been registered.

Whitby, Ont.—The by-law granting a loan of $25,000 to the United Rubber Mfg. & Reclaiming was passed by the ratepayers by a large majority.

WEEKLY PAINT DEPARTMENT

Practical Paint Pointers

Observations and Quotations—Cultivating the Women's Trade —Paint in Small Tins May Bring Big Sales

THERE is a large hardware store in Western Canada in which paint sales are large every month in the year. More attention has been paid to the retailing of paint in the past few years, and the dividends that have accrued to this store from its paint sales have proved to their satisfaction that more than certain seasons only are paint seasons with the other periods of the year almost inactive.

It is certain that paint will not sell if the dealer puts forth no effort to stimulate its sale. It is also sure that a big surprise awaits the merchant who does a little constructive thinking along this line, and then sets to work to stimulate his paint sales in a manner such as he would adopt in the prosecution of his other departments.

Women Are Good Prospects

Many women like to do some painting around the house when convenient. As a matter of fact investigation justifies the belief that if a record were made, it would reveal the fact that more paint in popular, counter-size cans is sold to women-folk than to the men. They make the suggestions for the "touching up" around the house and it is to the women that the dealer should appeal.

Selling Enamels

In a great many homes there are bedsteads of the iron or steel variety and it is only natural that these require retouching from time to time. It would be safe to estimate that, in many centres at least, 75 to 90 per cent. of this work is carried out by the "woman of the house." Now it is necessary to take some care with business of this kind. "I would not sell a woman a can of white enamel," said an old retailer to HARDWARE AND METAL without tactfully asking her what use was to be made of it. It must be remembered that white enamel, as well as most other shades, cannot be applied direct to the surface of the article to be finished and the best results obtained. The grounding must be thought of and arranged for. Thus, if she were to ask me for white enamel for use on a bed or other iron work, I would suggest the purchase as well of a small tin of inside white paint. This I would suggest her using—first pouring off the surplus oil and adding a little turpentine which it is considered gives a better gripping surface to the enamel when it is applied after the former coat has dried. I show a real interest in such jobs, and the results obtained by the customer are not only satisfactory, but I have the satisfaction as well of knowing that customers appreciate the assistance given through my suggestion.

Limited But Constant Advertising

"In the matter of stains, I run a small advertisement in the paper at least once a week, pointing out the moderate outlay required to refinish a cupboard, a desk or other bric-a-brac around the house. I make these advertisements bristle with good talks, brief and pointed, and frequently if not always, they are accompanied by a good electro, thus serving to attract and hold attention.

"I have also a neat display of these small stains and enamels always where they can be seen, using every piece of advertising matter supplied me to the best possible advantage. A space is reserved in the window where these lines find a prominent position frequently. In the case of either window or interior display, I utilize a neat card giving some prices and other useful suggestions."

Paint in Small Tins

There is a big demand in many places for paint in the smaller packages. In the store mentioned above a great percentage of the sales is made up of the half pint, pint and quart sizes. This applies to stains, varnishes and paints, and the profits are generally large.

Should be a Bright Place

The paint department should be the brightest spot in the hardware store. It is a renovating agent and if there is one place that should suggest the advantages of paint, varnish and stains, it surely ought to be the paint department of the store selling it. Too often it is an unattractive and dismal place shoved into a dark corner where no incentive is afforded the prospective purchaser to approach it.

Therefore get busy with the brush and go after your paint corner with a will. Get the dust off the woodwork and select a good effective color. White sometimes is best but the color scheme to be adopted will have to depend upon the amount of sunlight let into the store. Careful thought to this feature will repay well the attention given this important matter.

Brushes, Stencils, etc.

There is always a demand to be satisfied for brushes. Carrying a comprehensive stock covering the painter's as well as the housewife's and artist's needs is wise. Keep a good line; display it well; carry a better rather than a cheap grade, and talk quality to your customers. Tell them how to take care of a brush and advise them to clean the brush when through and not leave it for a more convenient time.

Many women are interested in stencilling. This is a line that the average hardware store will leave in the background and never show until it is asked for. Why not stencil some samples on wall board and place them where they may be seen conveniently? Place a small card on them, neatly lettered, and lose no opportunity to interest any who may stop to look at the work. Many a prospect can be interested to the point of buying if a little real interest be taken in showing just how the materials are mixed and how applied.

Then there are the small brushes that many want for lettering or water color work. These comprise the camel hair, ox-hair, sables and so on. A good stock may be carried with a small outlay. They yield a handsome profit and will be well worth the investment required.

Is your paint stock moving? It requires only careful thought, coupled with judicious, pithy advertising and frequent display. Make this stock pay for the space it occupies twelve months in the year.

BRITISH PAINT IN SOUTH AMERICA

It recently was announced in London that under the auspices of the Board of Trade a special commissioner will shortly proceed to Argentina, Brazil, Peru, Chile and Uruguay to ascertain the nature and extent of the market for British goods, including paints and varnishes. This mission is being supported by leading British concerns, and it is stated that, though the commissioner and his staff will not accept orders themselves for goods, they will take with them a complete line of samples of the various goods, in all the various forms and sizes, also a large quantity of printed matter in the several languages and "the trade vernacular" of those languages.

Jamieson's

PURE PREPARED

Paints & Varnishes

"Sprucing Up" about the house

This is the season when the busy householder has time and inclination to do a little painting inside the house. So don't keep *Jamieson's Pure Prepared Paints* in the background just because cold weather has set in. Catch your customer's eye with a nice display of interior finishes and you'll keep paint sales moving steadily all winter.

"Jamieson's" will give your customers permanent satisfaction.

R. C. JAMIESON & COMPANY, LIMITED

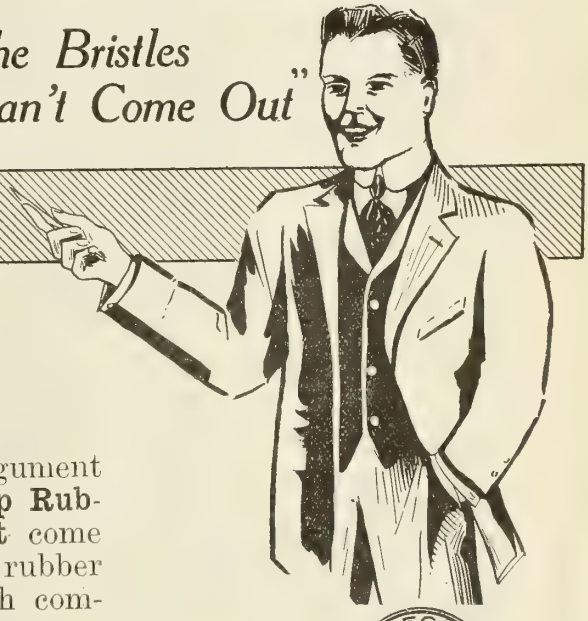
Owning and Operating P. D. DODS & CO., LIMITED

Vancouver Montreal Calgary

ESTABLISHED 1858

BOECKH'S STEEL (RUBBER SET) GRIP BRUSHES

"The Bristles Can't Come Out"



THERE'S a double-barrelled sales argument in that name—"Boeckh's **Steel Grip Rubber Set** Brushes." The "bristles **can't** come out," because they are first set in hard rubber and then bound tightly and firmly with compressed steel Ferrules.

Master Painters, as well as amateur painters, appreciate the "Painting satisfaction" that is assured by "Steel Grip-Rubber-Set."

BOECKH TRADE MARK ESTD 1858 TORONTO

The Boeckh Bros. Company, Ltd.

TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 26.—As is to be expected, there is little interest surrounding the paint markets this week. Travelers are in for the holidays and everyone is bending his thought toward the happy conditions he hopes to enjoy this week. It may be said that the same state of trade has obtained as is usual during holiday week. Linseed oil is in very strong market with prices held firmly. There is a limited amount of business passing in this and also for turpentine, the latter being unchanged. Much glass has gone forward to Halifax and this has made quite a difference in the spot stocks in dealers' hands.

Linseed Oil Very Firm Seed Situation Unchanged

Montreal.

LINSEED OIL.—A very firm market is reported for linseed oil. This is due to the short receipts of flaxseed, delivery of which is still held back. Crushers are even unable to get reply to their enquiries as to where shipments are on the road, and the congestion and shortage are accentuated over the conditions obtaining even a week ago. Some are holding oil at firmer prices although no new figures are given out. There was a decline of 7 cents per bushel on flaxseed but this has no effect on the local situation as spot stocks of seed are light.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barre'ls	$1.38-$1.42	$1.40½-$1.45
5 to 9 barrels	1.35- 1.39	1.37½- 1.42
10 to 25 barrels	1.34- 1.38	1.36½- 1.41

Turpentine is Quiet; Price Holds Unchanged

Montreal.

TURPENTINE.—There is little movement of turpentine and the market is quiet and uninteresting. Prices are maintained on the basis of 70 cents per gallon for barrel lots and 69 cents per gallon on lots of six barrels or more.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.71
1 barrel lots	0.70- 0.72
Small quantities	- 0.83

Mixed Paint Firm; Present Business Slow

Montreal.

MIXED PAINTS.—Manufacturers are always glad to record orders for future delivery. It is stated that many prefer these to orders for immediate shipment. While the demand for mixed paint is small for present delivery, many of the large makers are more than pleased with the outlook for spring and while travelers are in just now for the holidays, they have been sending forward nice orders. Prices are maintained but without change.

Putty Maintains Its Price, but Unchanged

Montreal.

PUTTY. — Little interest centres around putty, which is in very limited demand. The only business passing at the present time is that of small quantities to fill in stocks. There is some demand for the article to be shipped out with spring goods. Prices are unchanged, with $3.60 per 100 lbs. asked for bulk in casks; $4.45 per 100 lbs. in 25, 50 and 100-lb. drums and $4.70 per 100 lbs. for bladders in barrels.

Much Glass Required For City of Halifax

Montreal.

GLASS.—Glass has been in very active demand from Halifax dealers and the amount shipped out of here has had a depleting effect on the stocks held by jobbers and importers. Thousands of boxes have gone forward and the end is not yet. Prices of window glass are firmly maintained and it is not improbable that a further advance may be made ere long.

Small Movement for White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is no new feature reported in connection with this commodity and the situation is unchanged. Paint makers are naturally using up a good deal in the manufacture of mixed paints but present demand from dealers is reduced to a small compass. For five ton lots the price is $15.50 per 100 lbs.; for ton lots it is $16 per 100 lbs. and in smaller lots $16.35 per 100 lbs.

TORONTO

TORONTO, Dec. 27.—There was a firm situation in linseed oil during the week. Turpentine held steady in the local market but changes in the primary market showed a measure of weakness in that quarter. Glass is in a strong market and higher prices are not an improbability in the near future. Putty and white lead held unchanged. Some wholesalers are now engaged in stock-taking and until after the holiday season will be largely concerned with activities in that direction. Travelers have been off the road during the week and will not make their rounds until after the New Year. Altogether conditions are normal for this season of the year.

Linseed Oil Holds In Strong Position

Toronto.

LINSEED OIL.—There was a steadiness in the market for linseed oil so far as prices are concerned but a firm undertone was evident in view of the difficulty of getting supplies of seed from the Canadian West. Crushers' stocks of seed are getting low and there appears no prospect of getting deliveries of flaxseed for a week or ten days. This is a situation akin to that which developed last winter. While there are good supplies of seed in the Canadian West the transportation situation is keeping deliveries to Eastern consumers low. Belief is still maintained in well-informed circles that the price of linseed oil is likely to bear upward rather than downward in the months immediately ahead. While the Argentine seed will be available for shipment some time in February it is not yet apparent that it will be brought into the United States. Even should tonnage be available it would be well along toward the latter part of May before supplies would reach this continent from that source. Quotations in the local market were firmly maintained. The increase in freight rates on Canadian railways will increase the cost of seed and thus give additional firmness to the market for linseed oil.

	Raw. Imp. Gal.	Boiled. Imp. Gal.
1 to 2 bbls.	$1.38-$1.48	$1.40½-$1.51
3 to 5 bbls.	1.38- 1.47	1.40½- 1.50
6 to 9 bbls.	1.37- 1.45	1.39½- 1.48

Less than barrel lots 10c per gallon higher than single barrel price.

Plan To Show Merits Of Pure Gum Spirits

Toronto.

TURPENTINE.—There is a movement on foot in the Southern United States to place a small assessment on every barrel of turpentine produced in order to raise a fund for the purpose of placing before the consumers of paint the merits of pure gum spirits of turpentine as compared with mineral oils and gasoline substitutes. The projected plan is to advertise the salient advantages of pure gum spirits of turpentine to the consuming public. In this way it is hoped

A NEW YEAR'S RESOLUTION THAT WILL PLACE MONEY IN THE BANK FOR YOU

Resolve to make "1918" a bigger business year for your store than 1917. There is no more important aid toward the carrying out of this resolution than the B-H line of products. Brandram-Henderson Products have proven a source of satisfaction to Brandram-Henderson Dealers because they give satisfaction to every B-H user. They are guaranteed 100% Pure. B-H Dealers have found that this guarantee means not only satisfied customers but a steadily-growing patronage from people particular about paint.

Every known assistance is given to make B-H goods easy to sell. In 1918, the B-H advertising will have greater strength and greater effectiveness even than that which you have known and admired as the strongest paint publicity in Canada. The co-operation given will know no limit. This is *our* New Year's Resolution.

Make yours. Decide now that your Paint Department is to increase your bank account. We know it will if you stock the B-H Line.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

the consumption of turpentine may be increased. Should this take place it is possible that some of the surplus turpentine held on this continent might disappear through more extended use. There was a steady situation in the local turpentine market during the week and the range of quotations was from 70c to 71½c in single barrel lots. In the primary market at Savannah there was a net decline of 1c per gallon during the week. Stocks of turpentine in the local market are light but demand is correspondingly light, which is to be expected at this season of the year.

	Imp. gal.
1 barrel	$0.70-$0.71½
2 to 4 barrels	0.69- 0.70½
5 gallon lots	0.77- 0.78½

May Reduce Number Of Colors And Certain Sizes

Toronto.

MIXED PAINTS.—With the holiday season and stock-taking the centre of interest there is naturally a seasonable quietness in paint circles during the closing days of the old year. Travelers will start on the road again shortly after the opening of the New Year and there will then be an uninterrupted period for booking spring business. Already the amount of business placed on the books by manufacturers has been very satisfactory for this time of the year.

There is a movement on foot among Canadian paint manufacturers to conserve supplies of containers by doing away with the half-gallon and half-pint size tins. It is pointed out that probably hundreds of thousands pounds of tin could be conserved through curtailment of these sizes. A movement along similar lines is under way in the United States. Intimations are made also that there may be a reduction in the number of colors manufactured. This is considered a way in which considerable capital that is tied up in stocks could be released for other purposes. Some manufacturers are already making shipments against spring orders. One manufacturer states their booking for November was 25 per cent. heavier than in November of last year and looks forward with satisfaction to the coming year. The firm in question has already booked enough orders to keep their plant running for the first three months of the coming year.

White Lead In Oil Still Marking Time

Toronto.

WHITE LEAD IN OIL.—Conditions in the white lead in oil market held unchanged during the week. There was a firmer undertone to the pig lead market at primary points but there was no material change in prices. Linseed oil held in firm position with the belief expressed in some well-informed circles that prices are likely to bear steadily toward strength. This belief is based on the probability that flaxseed from the Argentine will not reach the United States market in time to relieve the situation on this continent. With continued firmness in these two basic materials white lead in oil seems destined to maintain a firm position. Quotations were made on the basis of $16.20 per hundred pounds in ton lots and $16.55 per hundred pounds in less than ton lots.

Glass Market Still In Strong Position

Toronto.

GLASS, PUTTY.—There is a continued strong situation in the glass market and intimations were again made in some quarters that an advance was highly probable in the near future. The fuel situation in the United States has brought about a condition that has almost entirely shut off the source of supply. Furthermore, stocks of glass in the United States are reported to be very light. Canadian dealers also state their supplies are not heavy as a drain was caused through the demand due to the Halifax catastrophe. Quotations were made on the basis of 40 and 10 per cent. off list on box glass and 33 1/3 per cent. on cut lights.

Putty held unchanged on the basis of $3.80 for bulk in casks, $4.55 to $4.65 for 100-lb. drums and $4.65 for 25-lb. and 50-lb. drums. Bladder putty in barrels was quoted at $4.90 per hundred pounds. Pure putty is quoted on the basis of $1.25 per hundred pounds higher than standard putty.

TOOLS AND THE MEN

There was a flutter among dealers in small tools when it became known a few days ago that the Ministry of Munitions meant to put a stop to the scandalous speculation that has been rife for some time past, and that with this end in view new regulations are to be enforced as from November 15, restricting the importation of small tools except under a special license, the form of which has not yet been made public, says the "Ironmonger," England.

The articles to be scheduled include the following engineers' and machinists' small tools. Some of the goods specified are used by woodworking machinists:

Abrasive wheels
Adjustable clamps, iron, steel or wood
Auger bits
Bandsaws
Boring heads
Callipers
Chasers
Chucks
Circular saws for wood-cutting machines
Dia. gauges
Dies and die stocks
Die heads
Drill sleeves
Drill sockets
Emery-wheel dressers
Expanding mandrels
Expansion bits
Files
Furniture and dove-tail bits
Gauges
Hacksaw blades
Hand and breast drills
Hand grinders
Hide hammers
Lathe carriers
Lathe dogs
Lead hammers
Machine vices
Micrometers
Milling cutters
Pipe cutters
Pipe vices
Pipe wrenches
Pliers
Punches
Reamers
Swage shapers
Screwing tackle (i.e., chasers, dies and stocks)
Taps and thread milling cutters
Tapping attachments
Tool wrenches
Tool holders
Tube expanders
Verniers and rules and measuring tapes
Wood-boring bits

It is understood that the scheme in its entirety will comprise provisions for limiting the profits of the importers and dealers. It is alleged that there has been a regular speculative profiteering traffic in such tools, and in many instances the goods are said to have changed hands over and over again before reaching the user, and, as every intermediary puts on a profit, prices have risen out of all proportion to the original value of the tools.

We believe there is need for drastic intervention of some sort. It is common knowledge in the trade that there has sprung up in London, and probably in other populous centres, a new type of "carpet bagger," who, operating from a small office with a wallet distended by bank notes, waits on unwary stockholders of small tools and drives a "cash-on-the-nail" bargain. Having secured the goods, he proceeds to release them as, and when, buyers urgently in need of his stock meet his ideas of remuneration for national services thus rendered. It is stated that some of these gentry are evading military service by claiming to be "in the tool trade," and that many of them are German Jews or other undesirable aliens.

FOEMAN OR FRIEND

I read that a human skeleton, together with an iron sword and two iron spears, have been unearthed in the course of some excavations at Horncastle in Lincolnshire. The skeleton is supposed to be that of a native of the district now known as Schleswig, a so-called Anglo-Saxon, and (says the report) "it may therefore be said to relate to an early German invasion of Lincolnshire." I think that to call the interesting stranger whose rest has thus been disturbed a German is a cruel libel on what was presumably quite a respectable, if rather primitive, Englishman. He and his fellows were Angles, and although to the iron merchant that term may suggest sinister association with U-shapes, the Angles were born and bred in Schleswig, which many centuries later was torn from Denmark against the wishes of its people. The Angles had no connection whatsoever with the forebears of the modern Prussians, who were square-headed Mongols from Central Asia. It is therefore fair to the deceased gentleman to assume that if, instead of promptly digging himself in after landing here and allowing the trench to fall in upon him, he had kept awake and settled in Lincolnshire, his descendants would now be fighting in the British ranks, while, if he had remained in his native country, they would have been ardent anti-Prussians. Moreover, his armament was made up of straightforward weapons: the sword is 33 in. long, 1¾ in. wide, tapered at the top, and double-edged. The spears are socketed, and the larger one (a lozenge-shaped thing 10¾ in. long and 1¾ in. wide at its broadest part) still has the rivets that held the shaft. Nothing like the remains of a prehistoric bomb or poison-gas cylinder, or the skeleton of a slain baby, was found near. Our friend, therefore, is clearly not a Hun, and he leaves his diggings without a stain on his character.

From The *Ironmonger*, England.

Mr. Manufacturer, We Get Results in the West

This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

ACME
PATENTED

Running Board Steel Mats

are wanted now. Every owner of a Limousine, Touring Car, or Electric is a possible buyer.

These mats are neat, strong and durable. Both running board and mat can be cleaned without removing mat or springs. Mat can be rolled up and put away in car for use at any time.

Two sizes to retail at $1.25 and $1.50 each.

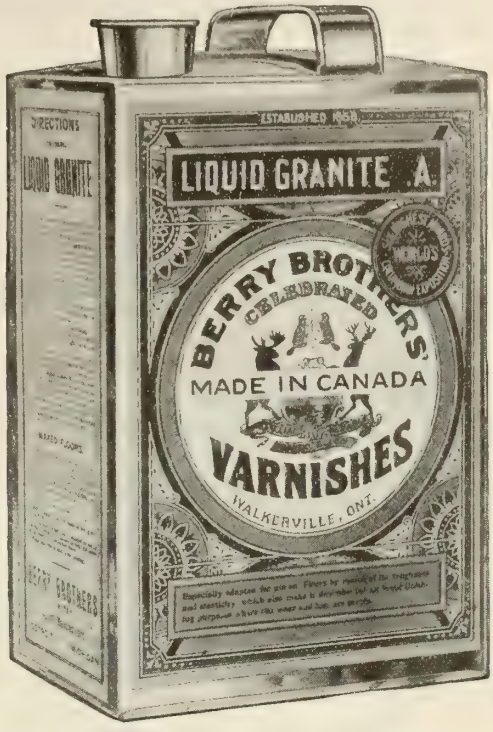
Write for Folder and Discounts.

Acme Steel Goods Co. of Canada, Ltd.

Agents:—P. A. C. McIntyre & Co., Winnipeg; H. C. Brennan Co., Ottawa; J. M. Paquin, Montreal; Landry & Simard, Quebec; Lynch & Manley, Toronto.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.



THE great demand for Berry Brothers' Varnishes and Enamels grows greater as consumers realize their economy. They not only produce the most beautiful interiors, but their lasting quality offsets the high cost of labor.

Most buyers realize that labor is the chief item of expense in finishing operations. Those who do not, will thank you for reminding them, as it costs no more to apply "Berry" Finishes that last for many years than the kind that wears out the first year. The difference in the price per gallon is nominal.

Liquid Granite Floor Varnish, Luxeberry Enamels (White, Ivory and three shades of Gray), Luxeberry Wood Finish and Luxeberry Wall Finishes are a few among the many "Berry" products it pays to push because they make permanent customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont.

(635)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 60%. London, 60%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. .$1.40-$1.75

Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb.	$3.00
B x 50 lb.	3.60
A x 75 lb.	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.....12-13c

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round..38-40

Tubing, seamless base......45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17

30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Sixe 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.55 in carlots; $3 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 25
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	58½-60½
No. 7, lb.	57½-59¼
Nos. 8, 9, 10, 12	57 -58¾

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ ....

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ... .

F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.....	$ 9 15
Russet rope shank, 1¼ in....	10 30
Black rope shank, 1 in......	10 65
Black rope shank, 1¼ in....	12 00
Hand sewn, no shank, 1 in..	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.......	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in........	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz......	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.......	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron ..	1-8	5 75	6 00
Heavy iron ...	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- .....

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy......	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft....	28c ft.
B.T. Iron Bound, 10-14 ft..	33c ft.
B.T. Iron Bound, 16 ft.....	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jap'd Dash, doz............	14 50
Search Dash, doz. X-ray.	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.....	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A........	7 50
B.T. Bonnie, style B........	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor......	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3.........	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in....	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8......	1 55
Cast head mops, doz.........	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy.........	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.55 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Farmers Are Planning for a Big Crop in 1918

They must make their farm produce the maximum crop, for they are going to get high prices for everything they sell. No field can go uncropped in 1918 simply for the want of a fence. They must buy fence —the fence they should have bought two or three years ago, but which they said they would not buy at the high price. They would wait until the price dropped. But they are not going to—they have their eyes open now. No, we didn't do it. We do not pretend to possess the necessary power to open a farmer's eyes—much less his pocket-book. But the farmer has become educated to the higher prices — mostly from hearing the higher price for what he has to sell rather than the price he has to pay for what he buys. He is going after a big crop for 1918 and must have fencing. It is a necessity, not a luxury. A farm is useless without it.

Are You Prepared

to supply the farmers in your section with their fencing requirements in 1918? They look to you as their local hardware dealer to supply them with fencing. Here's your chance to strengthen your connection with the farmers—your customers. Show mail order houses in the Spring that you realize the importance of fencing to the farmer as well as they do. "Ideal" Fence will satisfy every farmer. You want satisfied customers—repeat orders—more profits. There is only one way for the farmer to buy "Ideal" Fence. That is through the dealer. Prepare now for the big fencing season in the Spring. Write us for the "Ideal" Fencing proposition.

The McGregor Banwell Fence Co., Limited - Walkerville, Ont.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible	1640	$ 0 75
	1848	0 85
	2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

Standard Buttweld

	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00

Standard Lapweld.

	Black	Galvanized
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	57 -59
5-32 in.	55¾-58
3-16 in.	53 -54
¼ in. and up	51¾-52½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$11 00

Shipping weight, 90 lbs.

Standard painted	8 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

RAMSAY'S PAINTS

There is no paint so certain to give satisfactory results to the user as Ramsay's. Likewise there is no proposition so certain to prove profitable to the dealer.

Convinced that Ramsay's Paint is the best from every standpoint, we are going to use this space each week to tell something about our line so that those who care to do so may read.

No dealer ever regretted his action in linking up with the Ramsay line.

A. RAMSAY & SON CO.

Makers of Paints and Varnishes since 1842

MONTREAL TORONTO VANCOUVER

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	......	net list
Hollow Back No. 2 Shovels	30%	......	5%
Hollow Back Sand Shovels and Coal Shovels	30%	......	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	......	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2. black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ....$1.00 per dozen net
Half polished ....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in	$ 6 90	15 in	$12 50
10 in	7 70	18 in	16 00
12 in	9 10		

Prices net list.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. ....$
550 ft. ....
600 ft. ....
650 ft. ....

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 48½-60
4-ply wrapping, lb. ....52 -65
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz	$16 50
No. 1, per doz	14 25
No. 2, per doz	12 00
No. 3, per doz	10 50

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz..46.20-48.00
Garden steel wheel, doz..57.60-63.00
Light garden, doz.......43.00-54.00
F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	....- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized..... 6 50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

Get Them Thinking about Spring Painting

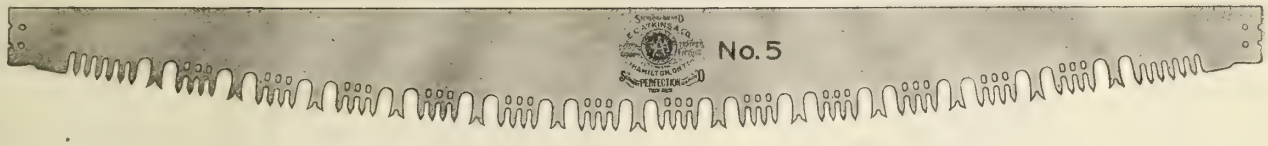
Forestall spring and your competitors. Don't wait until the snow begins to leave, but start in right now to "educate" your paint trade for spring. Keep *Moore's House Colors* well displayed where all can see. Implant the spring painting idea so firmly in the minds of your customers that when the weather does open up sales will come naturally and easily.

Start now—and keep it up. You'll be well rewarded.

Benjamin Moore & Co., Limited, West Toronto

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal....... 3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each .$1.35 $2.00
Weighted, 20 lbs., each .. 1.60- 2.25
Acme, 15 lbs., each 1 75
Acme, 20 lbs., each 2 00
Acme, 25 lbs., each 2 85

F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs...... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite 6 50
Albagloss 5 50

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 30-32
Ground glue, No. 2, 112-lb. bags 23½-24
Do., No. 2, less than bags.. 25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 15% on box glass.

Discount from pane list 20 and 5%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 80	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	...	16 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

Per 100 lbs. Paste
1-lb tins ....
2-lb. tins ....
5-lb. tins ....
10-lb. tins ....
25-lb. casks ....
50-lb. casks ....
100-lb. casks ....
300-lb. casks ....
600-lb. casks ....

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 45
Elephant, colors 3 05
B.H. English, white 3 55
B.H. English, colors 3 30
Minerva, white 3 40
Minerva, colors 3 15
Crown Diamond, white 3 30
Crown Diamond, colors 3 05
B.H. Fresco-tone, white 3 05
B.H. Fresco-tone, colors 2 85
Moore's House Colors ....
Moore's Floor Paint ....
Moore's Egyptian Paint ....
Moore's Sani-Flat ....
Jamieson's Crown Anchor.... 3 05
C.P.C. Pure, white 3 55
C.P.C. Pure, colors 3 30
O.P.W. Can. Brand, white.... 3 10
O.P.W. Can. Brand, colors... 2 90
O.P.W. Can. Brand, floor..... 2 45
O.P.W. Flat Wall, white...... 2 80
O.P.W. Flat Wall, colors..... 2 60
Ramsay's Pure, white 3 40
Ramsay's pure, colors 3 10
Martin-Senour, 100% white... 3 55
Martin-Senour, 100% colors.. 3 30
Martin-Senour, Porch Paint.. 3 30
Martin-Senour, Neutone, wht.. 3 10
Martin-Senour Neutone, col.. 2 85
Senour's Floor Paint 2 75
Sherwin-Williams, white 3 55
Sherwin-Williams, colors 3 30
Flat Tone, white 3 05
Flat Tone, colors 2 85
Lowe Bros. H.S., white....... 3 55
Lowe Bros. H.S., colors....... 3 30
Mellotone, white 3 10
Mellotone, colors 2 95
Sanitone, white 3 05
Maple Leaf, white 3 55
Maple Leaf, colors 3 30
Maple Leaf, floor 2 75
Maple Leaf, flat wall 2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.
600-lb. bbls. ..
250-lb. kegs ..
100-lb. drums ....
50-lb. drums ....
25-lb. drums ....
1-lb. 100s, papers....
½-lb. 200s, papers...

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

Standard Less than tons

	Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls	4 70	4 90

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.25 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.35.

Pure Orange, gal., $3.75-$4.10.

Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
O.P.W. Presto 2 65
Lingerwett 2 80-2 85
Solvo 2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins..$ 1 32
Gold Medal 2 05
B.H. Maritime Spar 4 25
B.H. Stovepipe Varnish, ½ pints, per gross 10 80
Elastilite 2 50
Granitine 2 40
Hydrox Spar 3 25
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor...... 2 75
Jasperite Interior and Exterior 2 40
Jasperite Pale Hard Oil..... 1 75
Jasperite Floor Finish 2 40
Jamieson's Copaline 2 75
M-S Marble-Ite Floor 2 99
M-S Wood-Var 2 99
M-S Durable Spar 4 16
M-S Finest Interior 3 51
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing.... 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 20
Luxeberry spar 4 50
Ramsay's Universal 2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs....... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $5.50; colors 6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX........$0 20
XX Quality 0 18
X quality 0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORED WIPING

Quality I 0 14
Quality 1A 0 12
Quality 1B 0 10
No. 5 .... 0 15
No. 6 .... 0 13
No. 7 .... 0 12
Japanese 13½

WIPING WASTE, COLORED

Fancy 16
Lion 14½
Standard 13
Popular 11¾
Keen 10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax..........$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax........ 0 30
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 50
Johnsons 0 45-0 50
Jamieson's liquid wax, gal.. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2.00
Gilders, bolted, in bbls....... 2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In five gallons $1.80
In barrels ....- 1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

THE DOUGALL VARNISH CO., LIMITED
J.S.N. DOUGALL PRESIDENT.
MONTREAL CANADA.
Associated with Murphy Varnish Co U.S.A.

DOUGALL'S MOTOR CAR VARNISHES

Ensure Absolute Satisfaction

WE have devoted much time and particular care to the production of a perfect line of automobile varnishes.

This line is complete from the primer to the final finishing coat and if you stock and sell this line you ensure getting the very best obtainable for your customers.

Write for Special Booklet on Automobile Varnishes

The Dougall Varnish Co., Ltd.
MONTREAL

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel. $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $15.40.

LEAD WASTE, $16.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32¼c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 60
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95, ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt.; $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

The Best Share For Every Plow

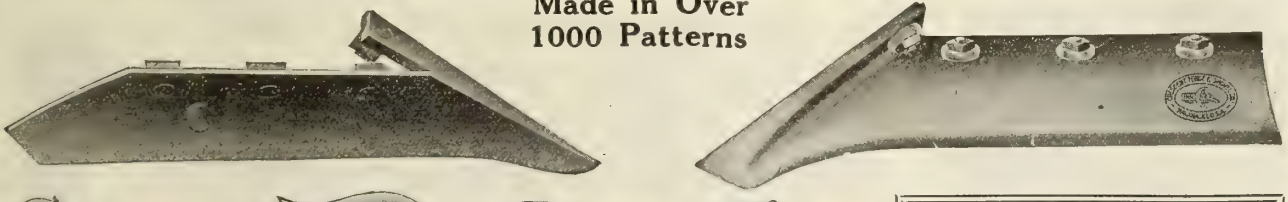
CRESCENT FORGE & SHOVEL CO. — TRUE FIT TRADE MARK — HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



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HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

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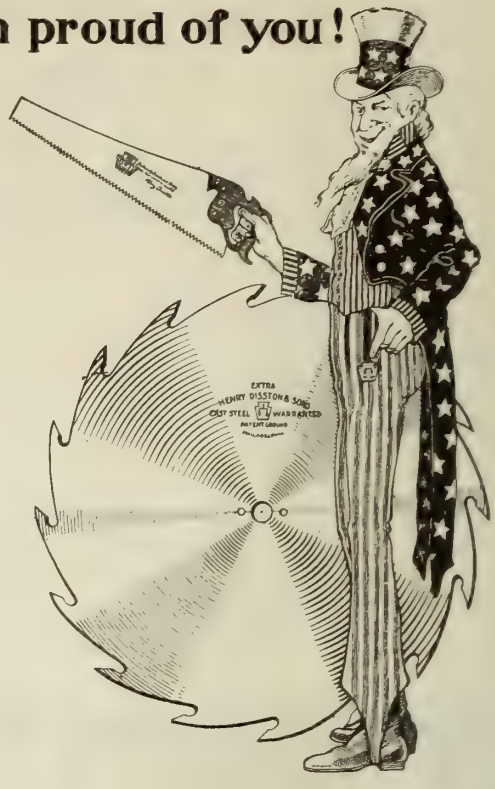
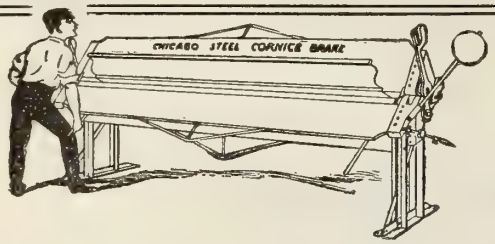
have done more to upbuild America and America's reputation than any other brand of tools.

I'm proud of you!





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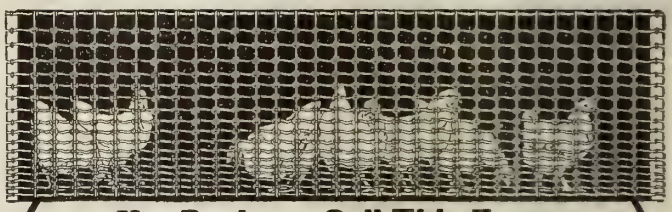
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.



Mr. Dealer: Sell This Fence
Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.
SEND FOR LITERATURE
Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.
The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.
Write for Catalogue
SOME OF THE GOODS WE HANDLE:
Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.
also
A complete Line of Electric Lighting Fixtures.

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.
Round Point. Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are fully guaranteed.

The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are ***solid,*** therefore most suitable for ***stiff*** beards and tender skins.

We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.
T. H. RANDOLPH, ***Managing Director.***

If interested, tear out this page and keep with letters to be answered.

MacLean's Magazine

for JANUARY

Chasing the Submarine—by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MacLean's the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MacLean's to get this story for the Canadian people. Successes of this sort have made MacLean's go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships—more ships—and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Heming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c.

HOYT METALS

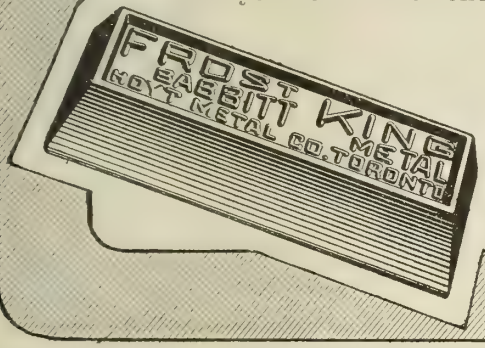
MEMO
December 29th

for your Babbitt Metal file

WHEREVER BABBITT METAL IS USED

the most satisfaction can be derived from using "Nickel Genuine," "Trojan" or "Frost King." These are the lines which have made Hoyt metals famous for durability and all-round satisfaction. For any kind of engine or machine work always recommend one of these Hoyt metals and thereby guarantee to your customers freedom from babbitt troubles.

There are other good Hoyt metals which you could profitably handle, including Bar and Wire Solder, Lead Pipe, Sheets, etc. Ask us about them.



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HOYT METAL CO., Toronto
NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Wooden Ware Willow Ware Brushes

Walter Woods & Co.
HAMILTON and WINNIPEG

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Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

AUTO RIMS

Any size you may require in any quantity. We have a strong line of Auto Bumpers, Lock Washers, Auto Curtain Fasteners, Handles and Locks, Tie Chains, Auto Springs, Auto Clips, Enamels, Varnishes, Japans, Bolt Ends, Turn Buckles, Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers.

C. KLOEPFER, LIMITED
44-50 Wellington Street East, TORONTO
And at Guelph

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

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BRANTFORD

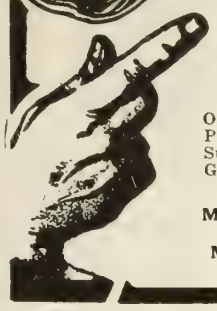
The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

GERMANTOWN
LAMPBLACK



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HEADQUARTERS FOR
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IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

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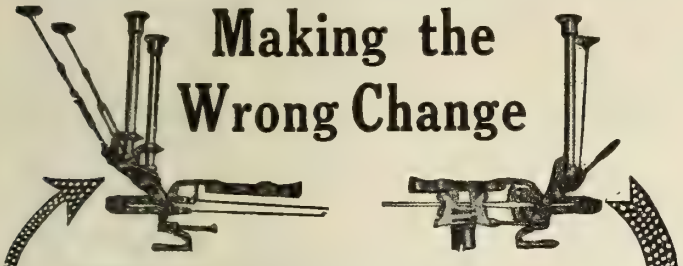
Making the Wrong Change



It's done every day, and the chances are you get the worst of the error-making. But you don't want errors; you want accuracy. Will you allow us to send to you, in the form of printed matter, the remedy for wrong change-making. And you'll get some brand new ideas about store keeping. Costs but a post-card for request.

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97 Ontario St., Toronto, Canada

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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James Hutton & Company
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Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
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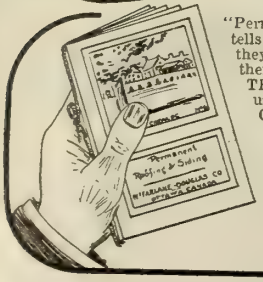
Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

Read this Book and know the perfect roofing



"Permanent Roofing and Siding" is a book that tells you all about "Crown" Metal Shingles—how they're made—what they're made of—how to lay them—why they wear so well—why they make THE PERFECT ROOF. It also gives some useful information on "Crown" Sidings and Corrugated Iron.

This helpful book is yours for the asking. Will you write for it to-day?

McFarlane - Douglas Co.
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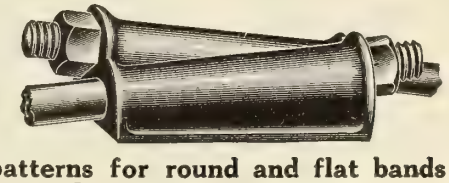
OTTAWA, CANADA

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

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OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.

Hickory Handle Specialists

Quality, Shape and Finish

UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.

St. Mary's, Ontario, Canada

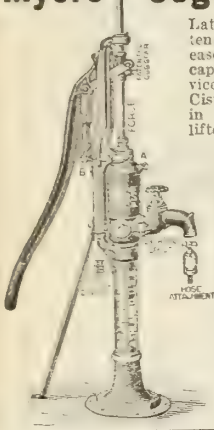
Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal

Want Ad Department

Myers Cog Gear Pumps



Late improvements and patented features, producing ease of operation, greater capacity and uniform service, from Myers Well and Cistern Pumps, keep them in the front ranks as water lifters of exceptional merit for private or public service.

Sold by dealers everywhere, and distributed by leading jobbers throughout Canada.

Catalog on request.

F. E. MYERS & BRO. Ashland, Ohio.

J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.

Lewis Bros., Ltd. Montreal

Distributors Myers Pumps.

Here's the only Self-Measuring Primer

A Bear Primer automatically gives the correct charge every time. No guesswork, no flooding—right every time. The principle of operation is so simple your customer will readily see why the charge is always correct and why a Bear Primer never gets out of order. Let us send you literature that explains everything.

Every Motorist Wants One

We want Canadian Agents for the Bear Primer as well as for our other accessories. Get our proposition to-day.

SELLS ON SIGHT

Do you want this Agency in your Town?

The Bear Mfg, Company

Rock Island, Ill.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

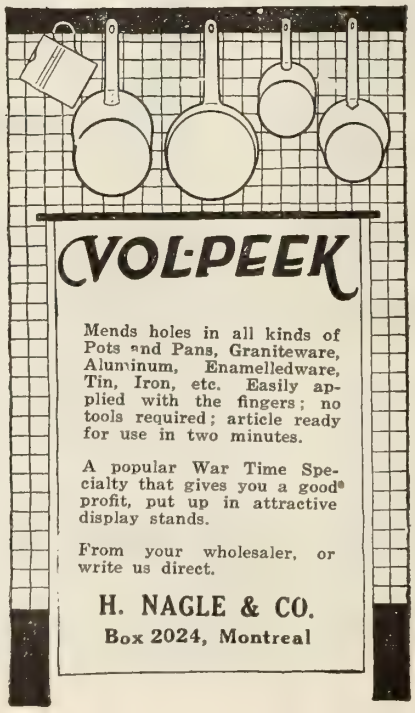
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.

Box 2024, Montreal

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

This Space is Yours For $2.50 On Yearly Order

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

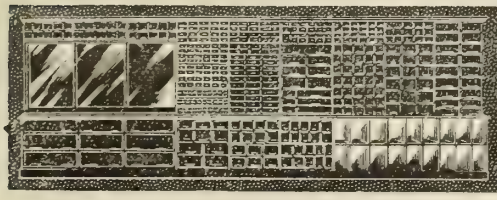
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

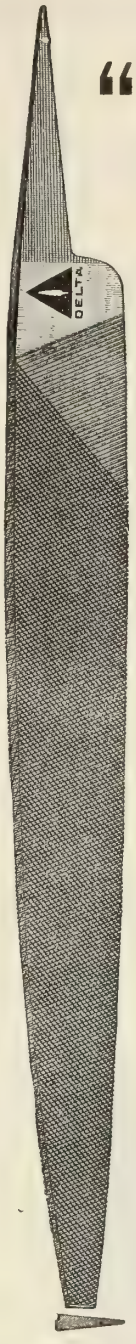


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Ltd. Manufacturers
Toronto, Canada

"DELTA" FILES



Build up a Reputation as a Dealer in the

BEST FILES MADE

Actual Demonstration has proven that *Delta Files* do better and faster work and outlive any other files made.

This means that dealers who sell *Delta Files* can place in the hand of their customers the best file service that exists.

It doesn't take long for the customer to appreciate this fact and repeat orders and new business follow with a certainty.

Get the *Delta File Agency* and you will get benefit of increased business that goes with the reputation of keeping the best lines. We supply dealers' selling helps.

DELTA FILE WORKS
PHILADELPHIA, PA.

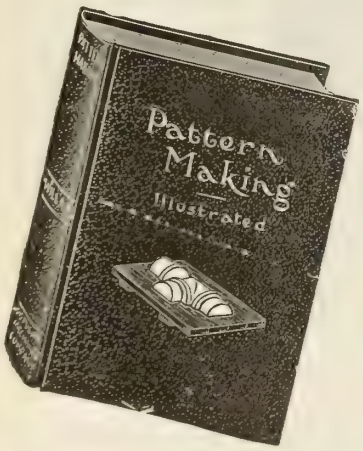
CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

Greetings to the Hardware Trade of Canada

WE wish to thank our customers for their valued patronage during the year just passed, and to extend to them, as well as to the entire Hardware Trade of Canada, our sincere wishes for a Happy and Prosperous Nineteen-Eighteen.

Lyons & Marks, 38 Yonge St., **Toronto**



Two Significant Opinions:

"I think the book is the best I ever saw for the price." Edwin Sluyter, Construction Engineer, Burroughs Adding Machine Co., Detroit.

"I consider this is a valuable book and should be in the hands of all men engaged in this line of business." E. W. Clarke, Wilmington Malleable Iron Co., Wilmington, Delaware.

A Valuable Book on an Important Trade

PATTERN-MAKING—By G. H. Willard

A book for the man who does the work. Written by a practical patternmaker of many years' experience. Gets right down to business in the first chapter and keeps it up throughout the book. Full of kinks and actual working information. Profusely illustrated.

Written So You Can Understand It

Deals with the practical experience of foundry work; tools required; woods adapted for the work; turning and all kinds of patterns.

Contains additional chapters on core-making and molding.

A big cloth-bound book of 224 pages with 312 illustrations.

Price, postpaid, $1.00.

The MacLean Publishing Co., Limited

Technical Book Department

143-153 University Avenue - - Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

A Happy New Year to You

May all your dreams come true in 1918. May you have absolutely the best year in your history. May you have so much good business that you'll forget you ever had any troubles. May you make so many sales of that good

North Star Multiple Battery

that you'll have us working nights to keep you supplied.

Honestly, we feel sure that if you just give those good unit batteries prominence in your displays this year you'll be amply rewarded in sales and profits. The North Star Multiple fills a growing need for a compact, easily handled, quickly attached battery, specially adapted for lighting and ignition service. Made in several sizes to give various voltages and capacities.

Don't forget to say "North Star" to your jobber.

CANADA DRY CELLS, LIMITED, WINNIPEG, MAN.

Johns-Manville Fire Extinguisher

Every Dealer should stock this Quick-Selling Accessory

THE steady growth in sales volume proves that the market for Johns-Manville Fire Extinguishers is practically unlimited. This is an accessory you can sell, and sell fast—and the whole machinery of the Johns-Manville organization will back up your sales efforts.

Our sales policy provides you with profit protection, too. The Johns-Manville Fire Extinguisher is distributed only through jobber-dealer trade channels on a liberal basis. Remember that the Johns-Manville Fire Extinguisher is nationally advertised, and is in demand not only for automobiles, but for motor boats, factories, public buildings, and private homes. Let us send you the details of our dealer proposition—you'll want to add the Johns-Manville to your accessory stock. Ask your jobber about it.

The Johns-Manville Fire Extinguisher has been approved by the Canadian Underwriters' Association. This entitles motorists who carry the Johns-Manville to a 15% reduction from all insurance companies in the Dominion who are members of this association.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg

Price in Dominion of Canada, Brass or Nickel Finish, Bracket included, $12.00 East of Calgary; Calgary and West, $12.50.

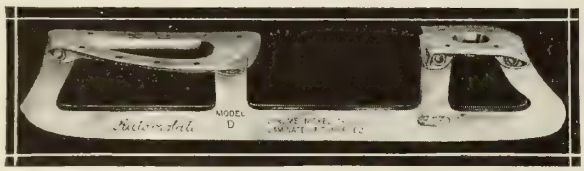
If interested, tear out this page and keep with letters to be answered.

We Help You to Sell

Automobile Skates

WE supply hockey year books for your customers. Hangers and display cards for your store. Electros, moving picture slides and street car cards with your name as agent. We help to make Automobile Skates better known and easier to sell each season.

CANADA CYCLE & MOTOR CO., LTD.
Makers of Guaranteed Bicycles and Automobile Skates
Montreal Toronto WESTON Winnipeg Vancouver



FIRE PROOF

BOWSER ESTABLISHED 1885

PAINT OIL STORAGE SYSTEMS

Are you satisfied with your present method of storing and handling paint oils? Is it safe? If not, you can make it so, by installing the Bowser Paint Oil Storage System.
Bowser Systems not only remove the danger of fire, but place the handling of paint oils on a clean, profitable and systematic basis.

Write for interesting literature. No obligation.

S. F. Bowser & Co., Inc., Toronto, Ont.
SALES OFFICES IN ALL CENTRES.
REPRESENTATIVES EVERYWHERE.

FORD LIGHTING SYSTEM

Bright Lights At All Speeds

On the market two years, and the biggest seller in its line.

CANADIAN PRICE LIST
Regulator complete for installation, with diagram for wiring tail light.....$7.50
Dimmer with spot light instruction.....$1.50

For sale by most jobbers. Dealers, these electrical devices, guaranteed to give satisfaction or money refunded, are what your customers have long been looking for. Write for illustrated booklet and price list.

Aske Automatic Voltage Regulator Co.

Main Office, Duluth, Minn. **Sole Manufacturers** **Factory Chicago, Ill.**

ELECTROS

COULD YOU USE THIS?

It is yours, nicely mounted on a wooden block, for 20 cents post paid.

Write for our catalog of over 300 others

Hardware and Metal, 143-153 University Ave., Toronto

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.
DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

MADE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

FIRST-CLASS HARDWARE MAN—ACCOUNT our location applicant must be able to speak German. Good wages for good man. Box 507, Hardware and Metal.

WANTED—A THOROUGHLY COMPETENT pattern fitter who is accustomed to fitting stove patterns. Highest wages and permanent employment to the right man. Apply to the Enterprise Foundry Co., Sackville, N.B.

TRAVELLING SALESMAN TO CARRY FULL line of high-grade cutlery on commission basis. Must have established connection with hardware trade. Applicants will require to state experience, territory, and what other lines they carry. Apply Box 114, Montreal Star Office, Bay Street, Toronto.

SITUATIONS WANTED

HARDWARE TRAVELLER IS OPEN FOR AN engagement, having several years' experience in the line, with first-class references, or would like to take up agencies for the City of Montreal and Province of Quebec. Box 508, Hardware and Metal.

FOR SALE

FOR SALE—BUILDING AND STOCK OF THE Fraser Hardware Co., 1043 Granville Street, Vancouver, B.C.; good terms can be arranged; stock amounts to about $15,000. Fraser Hardware Co.

MISCELLANEOUS

STOVE REPAIRS FOR ACMES, CROWN Hurons, Jewels, Garlands, Pen Esther, Colonials, Peninsulars, and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

SALESMEN WANTED—LIVE WIRES CALLing on hardware and automobile dealers, garages, department, drug, racket and general stores, premium and advertising novelty users, etc., to sell ten-cent necessity. Article sells at sight. Splendid side-line. Liberal commission. State experience, lines handled and territory covered. Marshalltown Tool Works, Marshalltown, Iowa.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

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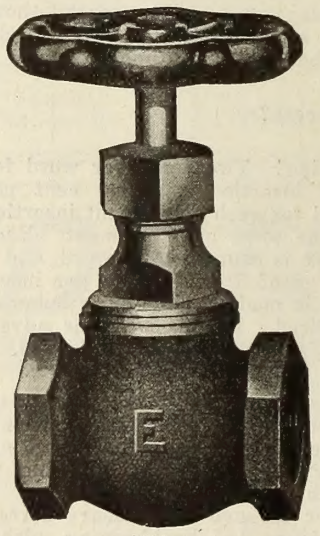
EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

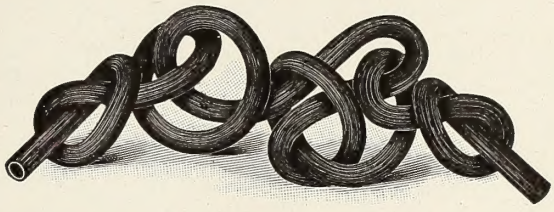
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

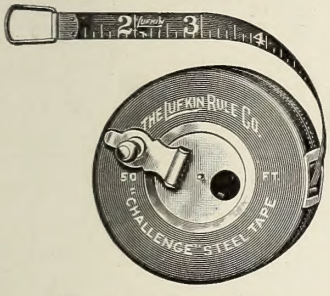


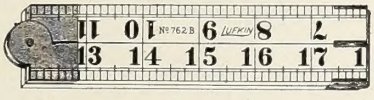
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES

SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

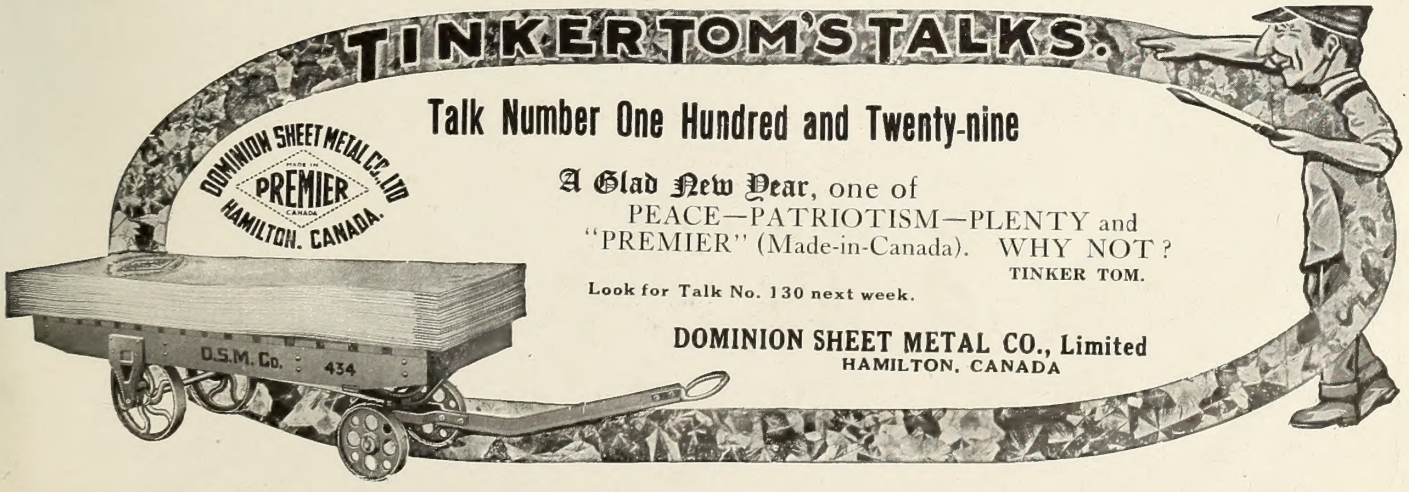
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number One Hundred and Twenty-nine

A Glad New Year, one of PEACE—PATRIOTISM—PLENTY and "PREMIER" (Made-in-Canada). WHY NOT?

TINKER TOM.

Look for Talk No. 130 next week.

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA

For Work in the Woods

Rough Roads and Heavy Loads soon reveal the quality of any equipment. The best that money can buy is the cheapest in the long run. Always consider quality first — strength, design, durability. For your requirements there is nothing better than

DREADNOUGHT TRUSS ROD

Whiffletrees, Neckyokes, Eveners and Four Horse Hitches

They are built for the heaviest kind of work. The wood is clear, straight-grained stock of the toughest fibre. It is reinforced by our patented steel Truss Rod, which takes the overload and allows the wood to spring—no sore shoulders. Write for prices.

McKINNON INDUSTRIES, LTD., St. Catharines, Ont.